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**UNITED STATES TARIFF COMMISSION**

**STAINLESS-STEEL TABLE FLATWARE**

**Report on  
Investigation No. 332-63 under  
Section 332 of the  
Tariff Act of 1930**



**TC Publication 305  
Washington, D. C.  
December 1969**

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## Introduction

On October 22, 1969, the United States Tariff Commission, on its own motion, instituted Investigation No. 332-63, under section 332 of the Tariff Act of 1930, concerning stainless-steel table flatware. A notice of investigation was released on October 24, 1969, and was published in the Federal Register.<sup>1/</sup> No public hearing was held in connection with this investigation; all interested parties, however, were invited to submit statements in lieu of appearance and a number of them did so.

The purpose of this investigation was to obtain, and to make available to interested persons both inside and outside of Government, data on the trade in stainless-steel table flatware pertaining to the period January 1967 through September 1969, supplementing those contained in the Commission's report of September 1967.<sup>2/</sup> The data included in the current report are intended to give the reader an understanding of the competitive relationships between imported and domestically produced stainless-steel table flatware and the effect of the imports upon U. S. producers.

Following an escape-clause investigation <sup>3/</sup>, the President imposed a tariff-rate quota on imports of certain stainless-steel table flatware. <sup>4/</sup> This action became effective on November 1, 1959 and imposed increased rates of duty on imports entered in

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<sup>1/</sup> 34 F.R. 17465, October 29, 1969.

<sup>2/</sup> No. TEA-I-EX-3. TC Publication 217, September 1967.

<sup>3/</sup> Under section 7 of the Trade Agreements Extension Act of 1951.

<sup>4/</sup> Proclamation No. 3323.

excess of the quota of 5.75 million dozen pieces. On January 7, 1966, the President, in accordance with the provisions of the Trade Expansion Act of 1962 1/, and following a report by the Tariff Commission 2/, relaxed the escape-clause restrictions by enlarging the tariff quota to 7.0 million dozen, and by reducing, but not eliminating, the increases in rates of duty applicable to such flatware entered in excess of the enlarged quota. 3/ This action was made retroactive to November 1, 1965.

According to the provisions of the Trade Expansion Act of 1962 the remaining escape-clause restrictions were scheduled to terminate automatically at the close of October 11, 1967, unless extended by the President. 4/ The President permitted the restrictions to expire subsequent to the submission of a report by the Tariff Commission. 5/

In a letter dated April 10, 1969, the Stainless Steel Flatware Manufacturers Association requested the President to reimpose the modified tariff-rate quota applicable to stainless-steel table flatware during the period November 1, 1965-October 11, 1967. On September 30, 1969 the United States reserved its right under Article XXVIII of the General Agreement on Tariffs and Trade (GATT) to modify or withdraw the tariff concessions on the stainless-steel table flatware provided for in items 650.08, 650.10, 650.38, 650.40, 650.54 and 651.75 in the Tariff Schedules of the United States (1968). Imports of stainless-steel table flatware covered by these items were formerly subject to the tariff-rate quota. The President's decision must be communicated to the

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1/ Section 351(d)(1)(A).

2/ Investigation No. TEA-IA-5; TC Publication 152, April 1965.

3/ Proclamation No. 3697.

4/ Section 351(c)(1)(B).

5/ Prepared according to Sec. 351(d)(3) of the Trade Expansion Act in response to a request for extension by the U.S. industry.

contracting parties to the GATT by no later than December 31, 1969.

In view of the general interest in the subject and, in part, in view of the President's probable need for a current assessment of the trends in imports vis-à-vis domestic production of stainless-steel table flatware since the termination of the tariff-rate quota, in making his determination of whether or not to make use of Article XXVIII, the Commission, on its own motion, initiated the current investigation.

Commission's Judgement of the Effects of the  
Termination of the Tariff-Rate Quota \*

Two years have passed since the termination of the modified tariff-rate quota that was applicable to imports of quota-type stainless-steel table flatware. Data submitted to the Commission and included in this report may not yet reflect the full adjustment of U.S. production and imports resulting from this termination.

Recent developments, some of which preceeded the tariff-rate quota termination, but most of which occurred in 1969, appear to indicate that U. S. producers of stainless-steel table flatware, both large and small, have determined that they could not remain competitive with imports at the current rates of duty, or with their domestic competitors in the U. S. market, unless they supplemented their sales of domestic output with sales of the imported article. To this end, most of them have acquired foreign sources of supply.

The termination of the tariff-rate quota in 1967 effectively reduced the duty on quota-type stainless-steel table flatware from 27.3 percent to 20.7 percent ad valorem--a decline of 6.6 percentage points. Imports responded dramatically by increasing at an average annual rate of 66.8 percent in 1968 and 1969. Meanwhile, U. S. apparent consumption increased at an average annual rate of only 16 percent. As a result, imports have supplied an increasing share of U.S. consumption, rising from an average of 22.6 percent during the period 1961-66 (quota years)-- compared with 40.3 percent in 1958, the last pre-quota year-- to 48.8 percent in the first 9 months of 1969, almost equalling domestic production in the latter period.

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\*N.B.--Throughout this report data for 1969 are based, at the most, on 9 months; those relating to profits in 1969 are especially subject to change.

The dramatic increase in imports since the termination of the modified tariff-rate quota exerted an observable downward pressure on U. S. producers' sales of domestically manufactured stainless-steel table flatware. Such sales were 8.5 percent lower in 1968 than they were in 1967. A further 1 percent decline is projected for 1969. This overall decline occurred despite impressive expenditures on the part of U. S. producers to improve their production facilities and in spite of their increased sales efforts.

U. S. producers have invested more in their production facilities during the 2 years and nine months since January 1, 1967 than they did during the preceeding seven years. In 1968 alone, such expenditures were two to three times larger than they were in 1966 -- the previous highest year for such expenditures on record. The U. S. producers apparently undertook these expenditures recognizing that imports would increase, but anticipating the increase would be smaller than the projected increase in U. S. consumption, allowing a 7 to 10 percent increase in their sales of domestically produced stainless-steel table flatware. As a result of rapidly increasing imports, several U. S. producers were unable to realize their sales objectives; consequently, long-term plans for plant improvement or expansion have been curtailed. Moreover, considerable excess capacity has developed in the industry.

Since 1967, a marked increase has occurred in the total selling and administrative expenses of U. S. manufacturers. These expenses increased from 17 percent of net sales in 1967 to 23 percent in 1969. This increase reflects primarily increased selling expenses as U. S. producers attempted to maintain and, hopefully, to expand their U. S.

sales.

Despite increasing wages and material costs since 1959, there has been a long-term decline in the cost of goods sold in relation to net sales -- from about 82 percent in 1959 and 1960 to about 70-73 percent in 1968 and 1969.<sup>1/</sup> In part this reflects constant technological improvements and the installation of labor-saving devices which have raised average production per man-hour since 1958; since 1967 output of stainless-steel table flatware per man-hour has remained about constant.

Since 1966, for the U. S. stainless-steel table flatware industry as a whole, the wage cost per unit of output has increased by about 17 percent, and the average hourly wages paid, by about 15 percent. A number of small producers of stainless-steel table flatware employ most of their workers at the federally established minimum wage rate; this rate was increased on February 1, 1967, from \$1.25 per hour to \$1.40 per hour -- a 12 percent increase. It was further increased a year later to \$1.60 per hour -- an additional increase of 14 percent. Thus, the minimum wage rate was 28 percent higher in 1968 than it was in 1966. A secondary result of this increase was a comparable increase in wage rates for other workers employed in the same establishments. Meanwhile, productivity in such small establishments declined by 9 percent and wages per unit of output increased by 8 percent.

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<sup>1/</sup> Raw material costs have increased dramatically in the past few months of 1969, as nickel-stainless-steel (used in the production of all top-quality stainless-steel table flatware) has become increasingly scarce due to a strike of workers in Canada's nickel mines. These increased costs are probably too recent to have been reflected in data submitted to the Commission by U. S. producers.



Since 1967, U. S. production of stainless-steel table flatware has declined by about 12 percent, at least in part due to increased imports. This decline in production has brought about a concomitant decline in employment in the industry. Since 1967, the average number of all workers engaged in the production of stainless-steel table flatware, and the average number of production and related workers engaged in the production of such articles each declined by more than 9 percent. The total number of man-hours worked by production and related workers in the production of stainless-steel table flatware has declined by 9.5 percent since 1967.

Since the modification of escape-clause restrictions -- and even more so since their termination -- a number of U. S. producers of stainless-steel table flatware have increasingly supplemented their production with imports. In 1966, 6 U. S. producers were also importers; their imports accounted for 20.5 percent of the total quantity of U. S. imports for consumption, and were equivalent to 6.3 percent of the total quantity of U. S. producers' sales of domestically produced stainless-steel table flatware. In 1969, 10 U. S. producers were also importers; imports by these producers accounted for about a third of the quantity of total U. S. imports for consumption and were equivalent to 31 percent of the quantity of U. S. producers' sales of domestically produced stainless-steel table flatware. Imports by U. S. producers accounted for 4.9 percent of U. S. apparent consumption of stainless-steel table flatware in 1966, and to 16.1 percent in 1969. U. S. producers' combined sales of both imported and domestically produced flatware were lower in 1968 than they were

in 1967 when they achieved an all-time high. A comparison of sales data for the first nine months of 1969 with the comparable period of 1968 indicates, however, that sales during the full year 1969 will exceed 1967's by about 8 percent. Thus, in 1969, the U. S. producers, by having increased their sales of imported merchandise, may succeed in reversing the 1968 decline in their overall sales of domestic and imported stainless-steel table flatware, despite a continuing (1967-69) decline in their sales of domestic output. Some U. S. producers purchase their cheapest lines -- as well as some of their medium-priced lines -- abroad, either from their own plants or on contract; others, who specialize in the manufacture of very inexpensive stainless-steel table flatware, import their best, or more expensive, lines from abroad.

The impact of lower-priced imports on domestic producers is reflected in the clear shift in U. S. production toward higher-priced merchandise and a decline in the relative importance of lower-priced lines. Moreover, intense import competition has prevented most U. S. producers from raising prices in most lines to adjust fully for increased costs.<sup>1/</sup> U. S. producers' prices in 1969 were 10 percent higher than in 1966 while the average unit values of imports of stainless-steel table flatware were 3 percent lower than they had been in 1966. Price increases in some lines in 1968 and 1969 -- ranging from 9 to 12 percent -- may have encouraged some buyers to purchase imported flatware rather than domestically produced merchandise.

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<sup>1/</sup> One category in which U.S. producers were particularly unable to increase prices to reflect increased costs was in the \$2.00 - \$3.00 per-dozen-pieces price range.

U. S. producers were originally hard-hit in their sales of stainless-steel table flatware in the premium-ware market;<sup>1/</sup> this market has accounted for about a fifth of U. S. producers' sales in recent years. They have begun to recoup some sales of domestic merchandise in this market in 1969; during the first 9 months of 1969, U. S. producers' sales in this category were larger, both absolutely and as a percentage of all U. S. producers' sales, than they were in the comparable period in 1968.

The domestic stainless-steel table flatware industry is increasingly dominated by 2 large producers (accounting for from two-thirds to three-quarters of total U.S. sales of domestic output) whose relative importance in domestic output has grown consistently and whose position in the U.S. market has been recently enhanced as they became significant importers as well. In the period 1966-69, these 2 firms accounted for virtually all of the capital expenditures made by the U.S. industry, thereby assuring their commanding position vis-a-vis their domestic competitors. These 2 producers were the principal beneficiaries of the tariff-rate quota on imports of stainless-steel table flatware as indicated by the increase in their sales -- in both relative and absolute terms -- virtually throughout the quota period. One of these producers has accounted for the major and increasing share of profits earned by the industry as a whole since 1959.

Excluding the 2 largest producers, the U.S. stainless-steel table flatware industry is one composed mainly of small establish-

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<sup>1/</sup> Premium ware is flatware sold for use in promotions, advertising, giveaways, and for similar purposes.

ments earning only small profit margins on their sales. Omitting the one most and the one least profitable U. S. producers from the computation, the ratio of net profits to net sales during 1964-69 averaged 2.5 percent; a small net loss was experienced during the first 6 months months of 1969.

Profits of all U. S. producers of stainless-steel table flatware were at an all-time high in 1967 -- equivalent to 10.7 percent of net sales -- but by the first 6 months of 1969 they had plummeted to 4.4 percent of net sales. 1/ 2/ The number of U. S. producers reporting a loss on their stainless-steel table flatware operations increased from 2 in 1966 and 1967 to 6 in 1968; 5 manufacturers reported a loss in 1969. The firms reporting net losses on their domestic stainless-steel table flatware operations in 1967 accounted for 3.8 percent of total U. S. sales of such flatware by all reporting domestic producers; in 1968 they accounted for 14.4 percent; and in 1969, for 46.3 percent.

Those establishments producing predominantly stainless-steel table flatware, as a group, operated at a loss in both 1968 and 1969; they had been less profitable, since 1962, than those establishments that produced other products in substantial volume. The latter

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1/ The 4.4 percent ratio of net profits to net sales experienced by the domestic industry in the first 6 months of 1969, although considerably lower than the profit-sales ratio in 1964-68, was about equal to the level experienced in 1962-63, years in which the most restraining quota and duty combinations were in effect.

2/ Data for 1969 are for 6-month accounting periods for virtually all reporting producers. Inasmuch as producers' sales, and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year.

group has operated at a profit in each year since 1959. During this period stainless-steel table flatware has been less profitable than other products manufactured by these U. S. producers in the same establishments. Profits on all products as a percent of sales ranged from 0.4 to 5.8 percentage points above the profit rate on stainless-steel table flatware alone. For reporting U.S. producers who were also importers, profit margins on sales of imported merchandise and on sales of domestic merchandise were about the same during 1967-69 (see page 22).

In 1958, Japan introduced a system of voluntary quotas applicable to exports of stainless-steel table flatware to the United States. With only a few exceptions, these quotas were set at the same levels as the U. S. tariff-rate quota on imports. Since the termination of U. S. escape-clause restrictions, Japanese export quotas have been adjusted upward to reflect increases in U. S. demand for Japanese stainless-steel table flatware, thus vitiating nearly all restraint which the voluntary quotas might have exercised on Japanese exports to the United States.

With burgeoning production of stainless-steel table flatware in other Far-Eastern countries and unrestrained Japanese exports, competition in the U. S. market for stainless-steel table flatware is likely to become increasingly intense.

On the basis of the foregoing facts, the Commission concludes that the injurious effects of imports on the domestic stainless-steel table flatware industry have been sufficient to warrant serious consideration of some form of relief.<sup>1/</sup>

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<sup>1/</sup> Commissioners Thunberg and Newsom do not subscribe to the inclusion of this paragraph in the report.

## Information Obtained In The Investigation

### U. S. tariff treatment

Duties applicable to knives, forks, and spoons, valued under 25 cents each, not over 10.2 inches in overall length, and having stainless-steel handles (i.e. quota-type), 1/ have remained unchanged since the termination of the tariff-rate quota on October 11, 1967, and were not subject to concessions granted by the United States in the sixth round of trade negotiations (Kennedy Round) under the GATT (table 1). With respect to nonquota-type stainless-steel table flatware, on January 1, 1968 and 1969, respectively, the United States implemented the first 2 stages of duty reductions pursuant to the Kennedy Round of trade negotiations. These reductions in duty as well as those scheduled for January 1, 1970, 1971, and 1972, are shown in table 1.

The average ad valorem equivalent of the rates of duty applicable to quota-type stainless-steel table flatware was 20.7 percent in 1968, compared with 27.3 percent in 1966 when the modified tariff-rate quota was in effect (table 2A). This 6.6 percentage point reduction in the ad valorem equivalent of the duties between 1966 and 1968 reflects the effect of the termination of the tariff-rate quota.

The average ad valorem equivalents of the rates of duty applicable to nonquota-type stainless-steel table flatware were 18.4 percent in 1966, 15.0 percent in 1968, and 13.5 percent in the first

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1/ For the sake of brevity, hereafter in this report such flatware will be referred to as "quota-type stainless-steel table flatware" and table flatware with stainless-steel handles not meeting the above definition will be referred to as "nonquota-type stainless-steel table flatware."

9 months in 1969. This 4.9 percentage point decline between 1966 and 1969 is attributable to reductions in duty pursuant to U. S. concessions granted in the Kennedy Round of trade negotiations. Duties paid as a percent of the value of imports, on imports of both quota- and nonquota-types of stainless-steel table flatware combined, averaged 22.8 percent lower in 1969 than they did in 1966.

#### U. S. consumption

U. S. apparent consumption of stainless-steel table flatware amounted to an estimated 38-39 million dozen in 1967 and increased by only 5-7 percent to 41.2 million dozen in 1968; consumption amounted to 36.7 million dozen in the first 9 months of 1969, a 25 percent increase over consumption of 29.4 million dozen in the comparable period in 1968 (table 4). 1/

The trends in U. S. apparent consumption of all types of table flatware, noted on page 14 of the Commission's September 1967 report, have probably accelerated since the termination of the tariff-rate quota on quota-type stainless-steel table flatware, and stainless-steel table flatware probably supplied a larger share of the increasing total table flatware consumption in 1968 and 1969 than in previous years (table 5).

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1/ The 7.3 million dozen increase in consumption between the first 9 months of 1968 and the like period of 1969 was paralleled by a 7.5 million dozen increase in imports for consumption. Some U. S. producers contend that the bulk of these increased imports have not yet entered the normal channels of distribution, that U. S. consumption has not yet increased to the extent indicated, and that the full impact of these imports is yet to be felt in the market place. Other domestic producers do not follow this line of reasoning.

U. S. producers

During the period January 1967 - September 1969, the number of U. S. firms that produced stainless-steel table flatware remained the same. The number of plants that produced such flatware, however, was reduced by 2, from 21 to 19, as a result of the consolidation of the stainless-steel flatware operations in one new plant by one U. S. producer.

Several of the U. S. producers continued to make capital expenditures related to their stainless-steel table flatware production facilities (table 28). Such expenditures were twice to three times larger in 1968 than they were in 1966; the amount spent in 1968 was by far the largest amount spent on such facilities since 1960.

U. S. production, sales, and inventories

U. S. production of stainless-steel table flatware decreased by 12.8 percent, from 30.4 million dozen pieces in 1967--an all-time high--to 26.5 million dozen pieces in 1968 (table 4); it increased slightly, however--by 1.4 percent--from 19.2 million dozen during the first 9 months of 1968, to 19.4 million dozen during the comparable period of 1969.

U. S. producers' sales of domestic output declined from 29.4 million dozen pieces, valued at \$72.8 million, in 1967 to 26.9 million dozen pieces valued at \$70 million in 1968 (table 6); the decline amounted to 8.5 percent in terms of quantity and 3.8 percent in



terms of value. Sales registered a further decline from 19.4 million dozen pieces valued at \$49.8 million during the first 9 months of 1968 to 19.2 million dozen valued at \$47.9 million during the comparable period of 1969. This decline amounted to 1.0 percent in terms of quantity and to 3.7 percent in terms of value. Inventories during 1967-69 ranged between 4.0 and 4.3 million dozen pieces, or considerably higher than the 2.0-3.6 million dozen range which was recorded during the 1959-66 quota period (table 6). The ratio of inventories to net sales amounted to 14.6 percent in 1967, and to 15.0 percent in 1968; only in one other year since 1955 (1960) did inventories exceed 14 percent of net sales.

#### U. S. exports

Exports of stainless-steel table flatware by U. S. producers in 1968, were 30 percent larger in terms of quantity -- 44 percent larger in terms of value -- than they were in 1967 (table 8). In the first 9 months of 1969 they were about the same as they were in the comparable period of 1968. They remained relatively small (about 2 percent in 1968) in relation to total sales of such flatware by U. S. producers.

U. S. employment, wages, and productivity

Both the average number of all employees and the average number of production and related workers engaged in the production of stainless-steel table flatware declined by more than 9 percent between 1967 and 1969 (table 10). The average number of all employees engaged in the production of stainless-steel table flatware declined from 3763 to 3427; that of production and related workers from 3,013 to 2,737. The number of man-hours worked by these production and related workers, declined from 7.3 million in 1967 to 6.6 million in 1968, a decline of 9.5 percent. The number of man-hours worked during the first nine months of 1969, 4.9 million, was unchanged from the number worked during the same period in 1968.

Meanwhile, the average number of all persons employed in all operations of the establishments producing stainless-steel table flatware declined by only 2.3 percent -- from 7,413 workers in 1967 to 7,240 in 1969 (table 10). The average number of all production and related workers employed in all operations of these establishments declined from 5,816 workers in 1967 to 5,522 in 1969, or by 5.1 percent. The number of man-hours worked by the production and related workers in all operations of their establishments declined by 5.2 percent, from 14.1 million man-hours in 1967 to 13.4 million man-hours in 1968, a further decline of 1.1 percent occurred in the first 9 months of 1969.

Average wages paid per man-hour worked on stainless-steel table flatware increased by 4.1 percent from \$3.15 in 1967 to \$3.28 in 1968 (table 11). Such hourly wages averaged \$3.21 in the first 9 months of 1969, or 3.2 percent higher than the average wage of \$3.11 per man-hour recorded in the similar period in 1968.

The quantity of stainless-steel table flatware produced per man-hour, about 4 dozen pieces, remained about the same in the period 1967 - September 1969. Wages paid per dozen pieces produced increased about 8 percent, from 76 cents in 1967 to 82 cents in 1968. In the first 9 months of 1968 and 1969 they amounted to about 80 cents. The sales value per dozen pieces of stainless-steel table flatware produced per man-hour increased from \$10.28 in 1967 to \$10.38 in 1968 (an increase of about 1 percent) and declined to \$9.90 in the first 9 months of 1969 compared with \$10.04 in the comparable period in 1968.

#### U. S. imports

Imports of stainless-steel table flatware amounted to about 9.2 million dozen valued at \$11.2 million in 1966 (the first full year during which the liberalized tariff-rate quota system was in operation and the last full year prior to the termination of the tariff-quota system on such flatware) (table 14). It is estimated that in 1967 the quantity of imports entered was about the same as in 1966. <sup>1/</sup> In 1968 imports amounted to 14.9 million dozen

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<sup>1/</sup> See note 4 in table 14.

valued at \$18.1 million, an increase of over 61 percent both in terms of quantity and of value over 1966 (table 14). During the period January - September 1969, imports amounted to 17.9 million dozen valued at \$21.2 million, an increase of 71.7 percent in terms of quantity and 65.3 percent in terms of value over the 10.4 million dozen valued at \$12.7 million imported during the first nine months of 1968. In 1966 imports supplied about 24 percent of U.S. consumption; in 1968 they supplied 36 percent (table 4). In the first 9 months of 1969 they supplied almost 49 percent.

Information from the trade indicates that the total number of importers of stainless-steel table flatware increased substantially since the termination of the tariff-rate quota. <sup>1/</sup> Among the new importers in 1968, were at least 4 U.S. producers, bringing the total number of such producer-importers to 10. Two of the 4 U.S. producers that began importing are the two largest U.S. producers of stainless-steel table flatware. Imports by U.S. producers accounted for about a third of the quantity imported in 1968 and in January-September 1969 (table 15B).

In 1968 and 1969, Japan remained the principal supplier of U.S. imports of stainless-steel table flatware (table 13). The share of total imports supplied by Japan decreased, however, from about three-fourths in 1966 to about two-thirds in 1968 and in the first 9 months of 1969. In absolute terms, however, imports from that source increased from 7.1 million dozen in 1966 to 10.2 million dozen in 1968; such imports increased by 78 percent from 6.8

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<sup>1/</sup> There has occurred a particularly large increase in the number of department and chain stores that import stainless-steel table flatware directly from foreign sources.

million dozen in the first 9 months of 1968 to 12.1 million dozen in the comparable period of 1969. Of the increase in imports from all sources between 1966 and 1968--5.7 million dozen--Japan accounted for 3.1 million dozen; of the 7.5 million dozen increase in imports between January - September 1968 and January - September 1969, Japan accounted for 5.3 million dozen. The balance of the increase was principally supplied by Taiwan, the Republic of Korea, the Netherlands, and Hong Kong.

The average unit value (per dozen pieces) of imported stainless-steel table flatware from all sources was about the same in 1968 as it was in 1966 (\$1.22); it declined in the first 9 months of 1969 to \$1.18. In contrast, the average unit value of imports from Japan increased from \$1.19 in 1966 to \$1.23 in the first 9 months of 1969.

The marked increase in imports between 1966 and 1968 was reflected in imports of each kind of quota-type flatware except knives (table 15A). Imports of quota-type forks increased by 111 percent; spoons, by 99 percent; sets by 31 percent; and knives increased by 23 percent. Imports of nonquota-type knives increased more than those of forks and spoons between the two years. Imports of nonquota-type knives increased by 53 percent; forks, by 12 percent; and spoons, by 9 percent.

#### U. S. producers' prices

With relatively few exceptions, U. S. producers increased their prices for stainless-steel table flatware both in 1968 and 1969 (Table 23). On the average, prices in 1968 were about 7 percent higher than in

1964; in 1969 they were 11 percent higher. During the period 1964-67 prices were increased only by about 3 percent, most of the increases occurring in 1967.

Price indexes by value range show that prices in the \$2.00 to \$2.99 value range increased only slightly in 1967-69, while prices in all other value ranges increased more significantly, principally in 1968 and 1969 (table 24). The latter prices were from 13 to 16 percent higher in 1969 than they were in 1964.

The average value per dozen pieces of all stainless-steel table flatware sold by the U.S. manufacturers, f.o.b. their plants, was \$2.23 in 1964; it increased to \$2.30 in 1965 and 1966, to \$2.48 in 1967, and to \$2.60 in 1968 (table 6). In the first 9 months of 1969 the average value was \$2.50, compared with \$2.57 for the corresponding period of 1968. These average unit values reflect both changes in the product mix and changes in prices.

#### Profit-and-loss experience of domestic manufacturers

In the aggregate, stainless-steel table flatware operations of U.S. producers have been profitable during the last 6 years (table 25). In 1964-68, producers' net operating profits on stainless-steel table flatware operations averaged 9.2 percent (ranging from 8.4 percent to 10.7 percent) of the net value of their sales. Reported net operating profits for 1969 (predominantly six-month data)<sup>1/</sup> were 4.4 percent of the net value of

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<sup>1/</sup> Profit-and-loss data for 1969 reported herein represent operations for only part of the year, i.e., they include data for the full accounting year ending early in 1969 for one producer and data for 6-month accounting periods for all other producers. Inasmuch as producers' sales and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year. In the period 1962-67, U.S. producers' sales of stainless-steel table flatware in the second half of the year averaged 5.7 percent higher in terms of quantity, and 9.7 percent higher in terms of value, than sales in the first half of the year.

sales, well below the 1964-68 average. Two of the reporting producers in 1967 and half of them in 1968 and 1969 sustained losses on their stainless-steel table flatware operations (table 25). The firms reporting net losses on their domestic stainless-steel table flatware operations in 1967, accounted for 3.8 percent of total U.S. sales of domestically produced flatware by all reporting domestic producers; in 1968, they accounted for 14.4 percent, and in 1969, for 46.3 percent.

Concerns that manufactured other products in substantial volume as well as stainless-steel table flatware, earned higher profits on their stainless-steel table flatware operations in 1962-69 than did those that were engaged predominantly in making stainless-steel table flatware (table 25B); during 1959-61 the reverse was true.

Data submitted by 8 producers who accounted for 85 percent of total U.S. sales of domestic stainless-steel table flatware in 1966 indicate that the long term decline recorded in the cost of goods sold as percent of net sales continued into 1968 but was reversed in 1969. Total selling and administrative expenses, as a percent of net sales, increased markedly in 1968 and 1969, from 16.6 percent in 1967 to 21.1 and 23.1 percent, respectively (table 27).

Six U.S. producers imported stainless-steel table flatware in 1967; at least 10 did so in 1968-69. Usable profit-and-loss data on import operations were received from 4 of these manufacturers for the year 1967, 5 for the year 1968, and 7 for the year 1969. One of these manufacturers reported a net loss on domestic stainless-steel table flatware operations

in 1968, and 3 showed losses on such operations in 1969. None of the reporting concerns showed losses on their imported stainless-steel table flatware operations in 1967 or 1968; one reported a loss in 1969. The tabulation below shows, for these reporting firms, net profit ratios on their sales of imported flatware and on domestically produced flatware; it also shows net profit ratios for all reporting producers on their sales of domestically produced stainless-steel flatware.

Year	:	:	Net profit or (loss) as percent of		
			net sales of--		
			Reporting U.S.	All U.S. pro-	
			importer-producers:	ducers on	
			On import:	On domestic:	domestic
			operations:	operations:	operations only
			Percent	Percent	Percent
1967-----	:	4	9.3	8.3	10.7
1968-----	:	5	11.7	11.1	8.4
1969-----	:	7	<u>1</u> / 6.2	<u>1</u> / 6.4	<u>2</u> / 4.4

1/ Data are for 6-month accounting periods.

2/ Data are for the full accounting year ending early in 1969 for one producer, and for 6-month accounting periods for 9 producers

For the reporting producers in the years 1967-69, the ratio of net profits to net sales of imported stainless-steel table flatware was within 1 percent of the profit-sales ratio on their domestic stainless-steel table flatware operations. For the 4 reporting concerns in 1967, sales of the imported articles were equal to 19 percent of their sales of domestic output; for the 5 reporting in 1968, 12 percent, and for the 7 reporting in 1969, 16 percent. Imports by these firms accounted for 78 percent of the value of imports by all U.S. producers during 1967-69. These companies also accounted for about a third of total U.S. sales of domestic merchandise in 1967, and about four-fifths in 1968 and 1969.



## STATISTICAL APPENDIX

Note 1.--Where possible, the tables in this appendix were given the same numbers as they had in Appendix A to the Commission's report to the President on Investigation No. TEA-I-EX-3 under section 351(d)(3) of the Trade Expansion Act of 1962 (TC Publication 217, September, 1967). Several new tables have been added to the appendix to this report; they are given the designations A, B, or C, following the number of the table to which they most closely relate, i.e., Table 25B did not appear in the appendix to the Commission's 1967 report, but is closely related in subject matter to Table 25, which did appear in the last report. Table 26 did not appear in the Commission's 1967 report and consequently does not appear in this report.

Note 2.--For the sake of brevity, in the following tables the term "quota type" is used to describe knives, forks, and spoons, with stainless-steel handles, valued under 25 cents each, not over 10.2 inches in overall length, and the term "nonquota type" is used to describe other knives, forks, and spoons with stainless-steel handles.



Table 1.--U.S. rates of duty under the Tariff Schedules of the United States (TSUS) on stainless-steel knives, forks, and spoons in effect on December 31, 1967, and changes in the rates pursuant to the Kennedy Round of trade negotiations

TSUS item	Description	(Cents each; percent ad valorem)					Rate changes pursuant to the Kennedy Round				
		Statutory rate	Trade-agreement rates in effect on Dec. 31, 1967	1968	1969	1970	1971	1972	effective on January 1--		
650.08, 650.38:	Knives, forks, and spoons with stainless-steel handles:										
	Knives and forks:										
	With handles not containing nickel and not containing over 10 percent by weight of manganese:										
	Valued under 25 cents each, not over 10.2 inches in overall length--										
	Other--	2¢ + 45%	1¢ + 12.5%	1/	1/	1/	1/	1/			1/
650.09, 650.39:	With handles containing nickel or containing over 10 percent by weight of manganese:	2¢ + 45%	1¢ + 12.5%	0.9¢ + 11%	0.8¢ + 10%	0.7¢ + 8.5%	0.6¢ + 7%	0.5¢ + 6%			
650.10, 650.40:	Valued under 25 cents each, not over 10.2 inches in overall length--										
	Other--										
650.12, 650.42:	Spoons:										
	Valued under 25 cents each, not over 10.2 inches in overall length--										
	Other--	2¢ + 45%	1¢ + 17.5%	1/	1/	1/	1/	1/			1/
650.54:	Valued under 25 cents each, not over 10.2 inches in overall length--	40%	17%	1/	1/	1/	1/	1/			1/
650.55:	Other--	40%	17%	15%	13.5%	11.5%	10%	8.5%			1/
651.75:	Sets--			1/	1/	1/	1/	1/			1/
	The rate of duty applicable to that article in the set subject to the highest rate of duty.										

1/ No change.

Table 1A.--U.S. rates of duty under the Tariff Schedules of the United States (TSUS)  
on stainless-steel knives, forks, and spoons, August 31, 1963-October 11, 1967 <sup>1/</sup>

TSUS item	TSUS appendix item <sup>2/</sup>	Article	Rate applicable before: quota is filled (In effect since Aug. 31, 1963)		Rate applicable after quota is filled		
			Statutory rate <sup>3/</sup>	Trade- agreement rate <sup>4/</sup>	In effect from Aug. 31, 1963, to Oct. 31, 1965	In effect beginning Nov. 1, 1965	
						Applicable to products of non- Communist countries	Applicable to products of Communist countries
		Knives, forks, and spoons with stainless-steel handles:					
		Knives and forks:					
650.09	( 927.50	With handles not containing					
650.39	927.53	nickel and not containing					
651.75 <sup>5/</sup>	927.60	over 10 percent by weight of					
		manganese:					
		Not over 10.2 inches in	2¢ each +	1¢ each +	3¢ each +	3¢ each +	3¢ each + 15%
		over-all length and	45% ad	12.5% ad	67.5% ad	15% ad	ad val. but
		valued at less than 25	val.	val.	val. <sup>6/</sup>	val. <sup>7/</sup>	not less than
		cents each.					2¢ each + 45%
		Other <sup>9/</sup> -----	2¢ each +	1¢ each +	10/	10/	ad val. <sup>8/</sup>
			45% ad	12.5% ad			10/
			val.	val.			
650.11	( 927.51	With handles containing nickel					
650.41	927.53	or containing over 10 percent					
651.75 <sup>5/</sup>	927.61	by weight of manganese:					
		Not over 10.2 inches in	2¢ each +	1¢ each +	3¢ each +	3¢ each +	3¢ each + 20%
		over-all length and	45% ad	17.5% ad	67.5% ad	20% ad	ad val. but
		valued at less than	val.	val.	val. <sup>6/</sup>	val. <sup>7/</sup>	not less than
		25 cents each.					2¢ each + 45%
		Other <sup>9/</sup> -----	2¢ each +	1¢ each +	10/	10/	ad val. <sup>8/</sup>
			45% ad	17.5% ad			10/
			val.	val.			
650.55	( 927.52	Spoons:					
651.75 <sup>5/</sup>	927.54	Not over 10.2 inches in over-all	40% ad	17% ad	60% ad	40% ad	40% ad val. <sup>8/</sup>
	927.62	length and valued at less	val.	val.	val. <sup>6/</sup>	val. <sup>7/</sup>	
		than 25 cents each.					
		Other <sup>9/</sup> -----	40% ad	17% ad	10/	10/	10/
			val.	val.			

<sup>1/</sup> The TSUS came into effect on Aug. 31, 1963.

<sup>2/</sup> TSUS appendix items provide or provided for the imposition of tariff quotas on certain stainless-steel flatware. Items 927.53 and 927.54 were in effect from Aug. 31, 1963, to Oct. 31, 1965, and items 927.60, 927.61, and 927.62 became effective Nov. 1, 1965. Items 927.50, 927.51, and 927.52 have been in effect since Aug. 31, 1963. The initial tariff quotas specified in the appendix to the TSUS had been in effect since Nov. 1, 1959 (see table 2).

<sup>3/</sup> Applicable to imports from countries or areas designated as Communist dominated or controlled.

<sup>4/</sup> Applicable to imports from all countries except those designated as Communist dominated or controlled and except imports from the Republic of the Philippines.

<sup>5/</sup> Each set of 2 or more articles containing 1 or more articles of flatware, is dutiable at the rate of duty applicable to the article in the set subject to the highest rate of duty.

<sup>6/</sup> Applicable to imports from non-Communist (except the Philippines) and Communist countries after an aggregate quantity of 69 million single units of knives, forks, and spoons with stainless-steel handles, valued under 25 cents each, and not over 10.2 inches in over-all length had been entered in any 12-month period beginning Nov. 1 in any year from countries subject to the trade-agreement rates.

<sup>7/</sup> Applicable to imports from other than designated Communist countries and the Republic of the Philippines after an aggregate quantity of 84 million single units of knives, forks, and spoons with stainless-steel handles, valued under 25 cents each, and not over 10.2 inches in over-all length, has been entered in the periods Nov. 1, 1965-Oct. 31, 1966, and Nov. 1, 1966-Oct. 11, 1967, from countries subject to the trade-agreement rates.

<sup>8/</sup> Applicable to imports from designated Communist countries after the quota has been filled by imports from countries subject to the trade-agreement rates.

<sup>9/</sup> These articles are not subject to quota.

<sup>10/</sup> Not applicable.

Table 2.--Stainless-steel table flatware: Average ad valorem equivalents of the trade-agreement and the over-quota rates of duty in effect in 1965 and in 1966, based on imports in 1965 and 1966, respectively, by type of flatware, and by selected sources

Description	Average ad valorem equivalents of the rates of duty based on imports from--									
	All countries, in--					Europe, in--				
	1965	1966	1965	1966	1966	1965	1966	1965	1966	All other sources, 1/ in-- 1966
	Rate of duty in effect in--		Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
Quota-type:	1965	1966	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
Spoons imported at the--	Cents each; percent ad valorem	Cents each; percent ad valorem								
Trade-agreement rate-----	17%	No change	17.0	17.0	17.0	17.0	17.0	17.0	17.0	17.0
Overquota rate-----	60%	40%	60.0	40.0	40.0	40.0	40.0	60.0	40.0	40.0
Knives and forks:										
With handles of austenitic (nickel) steel:										
Knives imported at the--										
Trade-agreement rate-----	1¢ + 17.5%	No change	30.2	24.5	24.5	2/	2/	2/	2/	2/
Overquota rate-----	3¢ + 67.5%	3¢ + 20%	82.2	40.0	40.4	2/	32.1	2/	46.7	
Forks imported at the--										
Trade-agreement rate-----	1¢ + 17.5%	No change	27.2	26.4	26.7	23.5	23.1	2/	2/	2/
Overquota rate-----	3¢ + 67.5%	3¢ + 20%	99.0	49.0	49.0	90.3	34.6	119.1	74.2	
With handles of nonaustenitic (chrome) steel: 3/										
Knives imported at the--										
Trade-agreement rate-----	1¢ + 12.5%	No change	19.6	20.0	19.7	21.3	20.6	20.7	22.4	
Overquota rate-----	3¢ + 67.5%	3¢ + 15%	89.0	38.1	36.8	89.1	38.4	90.5	43.6	
Forks imported at the--										
Trade-agreement rate-----	1¢ + 12.5%	No change	25.6	25.8	25.0	19.3	19.0	28.7	31.6	
Overquota rate-----	3¢ + 67.5%	3¢ + 15%	101.1	52.7	48.6	97.4	38.1	111.4	70.5	
Nonquota-type:										
Spoons-----	17%	No change	17.0	17.0	17.0	17.0	17.0	17.0	17.0	
Knives:										
With handles of austenitic (nickel) steel-----	1¢ + 17.5%	do	20.7	20.6	21.0	20.1	19.9	23.0	22.7	
With handles of nonaustenitic (chrome) steel-----	1¢ + 12.5%	do	13.9	14.2	16.1	13.8	13.7	15.2	15.3	
Forks:										
With handles of austenitic (nickel) steel-----	1¢ + 17.5%	do	20.9	21.8	21.4	19.8	21.0	20.9	35.2	
With handles of nonaustenitic (chrome) steel-----	1¢ + 12.5%	do	14.8	14.9	16.9	14.7	14.7	2/	15.9	

1/ Principally Taiwan, Hong Kong, and Korea.

2/ No imports.

3/ The great bulk of imports in both years consisted of stainless-steel flatware with handles of chrome steel.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 2A.-Stainless-steel table flatware: Average ad valorem equivalents of the rates of duty in effect on January 1, 1966, on January 1, 1968 and January 1, 1969 based on imports in 1966, 1968, and January-September 1969, respectively, by type of flatware <sup>1/</sup>

Description	Average ad valorem equivalents of the rates of duty in effect on January 1, 1966, on January 1, 1968 and January 1, 1969 based on imports in 1966, 1968, and January-September 1969, respectively, by type of flatware <sup>1/</sup>			1968			January-September 1969		
	Percent	Rates of duty in effect on Jan. 1, 1966	Cents each; per-cent ad valorem	Percent	Average ad valorem equivalents of the rates of duty	Rates of duty in effect on Jan. 1, 1969	Average ad valorem equivalents of the rates of duty	Percent	Average ad valorem equivalents of the rates of duty
Quota type:									
Spoons-----	26.0	17%			17.0	17%			17.0
Knives and forks:									
With handles containing nickel:									
Knives-----	31.6	1¢ + 17.5%			26.3	1¢ + 17.5%			28.0
Forks-----	40.4	1¢ + 17.5%			30.7	1¢ + 17.5%			27.3
With handles not containing nickel:									
Knives-----	24.4	1¢ + 12.5%			20.5	1¢ + 12.5%			20.0
Forks-----	34.4	1¢ + 12.5%			26.7	1¢ + 12.5%			24.6
All quota type, average--	27.3	-			20.7	-			20.5
Nonquota type:									
Spoons-----	17	15%			15.0	13.5%			13.5
Knives:									
With handles containing nickel----	20.6	0.9¢ + 15.5%			17.3	0.8¢ + 14%			16.0
With handles not containing nickel-----	14.2	0.9¢ + 11%			14.1	0.8¢ + 10%			12.3
Forks:									
With handles containing nickel----	21.8	0.2¢ + 15.5%			18.0	0.8¢ + 14%			16.1
With handles not containing nickel-----	14.9	0.9¢ + 11%			14.3	0.8¢ + 10%			12.4
All nonquota type, average-----	18.4	-			15.0	-			13.5
All types, average-----	25.0	-			19.3	-			19.3

<sup>1/</sup> Data on sets are not available.

<sup>2/</sup> Ad valorem equivalents shown for quota-type stainless-steel table flatware are based on imports entered at the trade-agreement rate as well as at the overquota rate.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 3.--Stainless-steel table flatware: U.S. rates of duty under the Tariff Act of 1930 (old schedule, superseded Aug. 31, 1963)

(Cents each; percent ad valorem)			
Tariff paragraph and description	Tariff Act of 1930		
	Statutory rate 1/	Trade-agreement modification	
		Rate	Effective date and trade agreement 2/
Par. 339:			
Table, household, kitchen, and hospital utensils, and hollow or flat ware, not specially provided for: * * * composed wholly or in chief value of copper, brass, steel, or other base metal, not plated with platinum, gold, or silver, and not specially provided for:			
Table spoons wholly of metal and in chief value of stainless steel, not over 10.2 inches in overall length and valued at less than \$3 per dozen pieces.	40%	20%	Jan. 1, 1948.
		19%	June 30, 1956.
		18%	June 30, 1957.
		17% 3/	June 30, 1958.
		60% 3/	Nov. 1, 1959. 3/
Par. 355:			
Table, butchers', carving, cooks', hunting, kitchen, bread, cake, pie, slicing, cigar, butter, vegetable, fruit, cheese, canning, fish, carpenters' bench, curriers', drawing, farriers', fleshing, hay, sugar-beet, beet-topping, tanners', plumbers', painters', palette, artists', shoe, and similar knives, forks, and steels, and cleavers, all the foregoing, finished or unfinished, not specially provided for * * * :			
Not specially designed for other than household, kitchen, or butchers' use:			
Table knives and forks, wholly of metal and in chief value of stainless steel, not over 10.2 inches in overall length and valued at less than \$3 per dozen pieces, with handles of--			
Austenitic steel:			
Less than 4 inches in length, exclusive of handle.	2¢ + 45%	2¢ + 35%	Jan. 1, 1939; United Kingdom.
		2¢ + 17-1/2%	Jan. 1, 1948.
		1¢ + 17-1/2% 3/	July 7, 1951.
		3¢ + 67-1/2% 3/	Nov. 1, 1959. 3/
4 inches in length or over, exclusive of handle.	8¢ + 45%	8¢ + 35%	Jan. 1, 1939; United Kingdom.
		8¢ + 35% 4/	Jan. 1, 1948.
		4¢ + 17-1/2% 3/	Oct. 1, 1951.
		12¢ + 67-1/2% 3/	Nov. 1, 1959. 3/
Steel, other than austenitic:			
Less than 4 inches in length, exclusive of handle.	2¢ + 45%	2¢ + 25%	Jan. 1, 1939; United Kingdom.
		2¢ + 25% 4/	Jan. 1, 1948.
		2¢ + 12-1/2%	May 30, 1950.
		1¢ + 12-1/2% 3/	Oct. 1, 1951.
		3¢ + 67-1/2% 3/	Nov. 1, 1959. 3/
4 inches in length or over, exclusive of handle.	8¢ + 45%	4¢ + 25%	Jan. 1, 1939; United Kingdom.
		4¢ + 25% 4/	Jan. 1, 1948.
		4¢ + 17-1/2% 3/	Oct. 1, 1951.
		12¢ + 67-1/2% 3/	Nov. 1, 1959. 3/

1/ Applicable to the products of Communist-dominated or Communist-controlled countries or areas which are designated as such by the President.

2/ General Agreement on Tariffs and Trade, unless otherwise indicated.

3/ Pursuant to Presidential Proclamation No. 3323, dated Oct. 20, 1959, the higher of the 2 rates to which this footnote is attached was made applicable during any 12-month period beginning Nov. 1, 1959, and in each subsequent year, after a total aggregate quantity of 69 million single units of table spoons described under par. 339, and of table knives and table forks described under par. 355, had been entered, or withdrawn from warehouse, for consumption; until the total aggregate quantity of the designated units had been entered, or withdrawn from warehouse, for consumption, during any 12-month period designated above, the lower rate of duty was applicable.

4/ Bound.

Note.--Stainless-steel table flatware, wholly of metal and in chief value of stainless steel, over 10.2 inches in overall length or valued at \$3 or more per dozen pieces (nonquota-type flatware), was dutiable at the same rates of duty as the quota-type flatware entered within the quota limits.

Table 4.--Stainless-steel table flatware: Production and sales by U.S. manufacturers, U.S. imports for consumption, and apparent consumption, 1951-68, January-September 1968, and January-September 1969

Period	U.S. production <sup>1/</sup>	Sales by U.S. manufacturers		Imports for consumption <sup>2/</sup>	Apparent consumption <sup>3/</sup>	Ratio of imports to--	
		Total	Exports			Apparent consumption	U.S. production
	<u>1,000</u> <u>dozen</u> <u>pieces</u>	<u>1,000</u> <u>dozen</u> <u>pieces</u>	<u>1,000</u> <u>dozen</u> <u>pieces</u>	<u>1,000</u> <u>dozen</u> <u>pieces</u>	<u>1,000</u> <u>dozen</u> <u>pieces</u>	Percent	Percent
1951-----	11,893	11,379	208	<u>4/</u>	<u>4/</u>	<u>4/</u>	<u>4/</u>
1952-----	9,304	9,306	203	<u>4/</u>	<u>4/</u>	<u>4/</u>	<u>4/</u>
1953-----	11,020	10,827	147	883	11,563	7.6	8.0
1954-----	11,051	10,800	97	1,347	12,050	11.2	12.2
1955-----	14,848	14,654	144	3,571	18,081	19.8	24.1
1956-----	14,695	14,392	82	7,999	22,309	35.9	54.4
1957-----	13,079	13,207	82	10,600	23,725	44.7	81.0
1958-----	15,030	14,887	1,292	9,180	22,775	40.3	61.1
1959-----	18,480	18,594	327	8,950	27,217	32.9	48.4
1960-----	19,332	18,654	191	<u>5/</u> 10,900	<u>5/</u> 29,363	<u>5/</u> 37.1	<u>5/</u> 56.4
1961-----	18,467	18,877	212	4,755	<u>5/</u> 23,420	<u>5/</u> 20.3	<u>5/</u> 25.7
1962-----	21,339	21,089	178	5,163	26,074	19.8	24.2
1963-----	21,366	22,100	231	<u>6/</u> 6,860	<u>6/</u> 28,729	<u>6/</u> 23.9	<u>6/</u> 32.1
1964-----	27,862	26,729	267	<u>6/</u> 7,339	<u>6/</u> 33,801	<u>6/</u> 21.7	<u>6/</u> 26.3
1965-----	27,409	27,210	334	<u>6/</u> 8,880	<u>6/</u> 35,756	<u>6/</u> 24.8	<u>6/</u> 32.4
1966-----	30,262	30,043	449	<u>6/</u> 9,185	<u>6/</u> 38,779	<u>6/</u> 23.7	<u>6/</u> 30.3
1967 <u>7/</u> -----	30,403	29,350	384	<u>8/</u>	<u>4/</u>	<u>4/</u>	<u>4/</u>
1968 <u>7/</u> -----	26,516	26,865	499	<u>9/</u> 14,872	41,238	36.1	56.1
Jan.-Sept.:							
1968 <u>7/</u> -----	19,169	19,364	363	<u>9/</u> 10,425	29,426	35.4	54.4
1969 <u>7/</u> -----	19,436	19,165	363	<u>9/</u> 17,903	36,705	48.8	92.1

<sup>1/</sup> Partly estimated from sales data for a few manufacturers.

<sup>2/</sup> Includes an estimate for a small amount of imports in the years 1953-58.

<sup>3/</sup> Sales of domestically produced flatware plus imports less exports.

<sup>4/</sup> Not available.

<sup>5/</sup> The high figure for imports in 1960 is attributable primarily to the entry in that year of most of the imports permissible within the quota in the first and second quota years. As a result, the figures for apparent consumption and the ratios of imports to apparent consumption and to production for 1960 and 1961 are of only qualified significance.

<sup>6/</sup> Data for 1963 and 1964 are revised. Data do not include imports in sets of nonquota-type stainless-steel table flatware for the period Aug. 31, 1963 through December 31, 1967, because they were not reported separately under the TSUS. Such imports are known to be negligible.

<sup>7/</sup> Data on U.S. production and sales exclude data for 4 manufactures who did not submit questionnaires.

<sup>8/</sup> Available data are known to be inaccurate. It is estimated that imports in 1967 were at least as large as they were in 1966.

<sup>9/</sup> Preliminary.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers and importers of stainless-steel table flatware, and from official statistics of the U.S. Department of Commerce.



Table 5.--Table flatware: U.S. apparent consumption, <sup>1/</sup> by type, 1958-59, 1961-66, 1968, January-September 1968, and January-September 1969

(In thousands of dozen pieces)

Year or period	Table flatware with handles of--					Total
	Sterling silver	Silver plate	Stainless steel <sup>2/</sup>	Other material		
1958-----	993	6,516	24,067	4,235		35,811
1959-----	1,027	7,004	27,544	4,781		40,356
1961-----	1,015	5,265	23,632	5,591		35,503
1962-----	869	4,729	26,252	6,170		38,020
1963-----	825	4,853	28,960	<sup>3/</sup> 7,101	<sup>3/</sup>	41,739
1964-----	777	4,706	34,068	<sup>3/</sup> 8,253	<sup>3/</sup>	47,804
1965-----	960	5,316	36,090	<sup>3/</sup> 8,472	<sup>3/</sup>	50,838
1966-----	1,100	5,226	39,228	<sup>3/</sup> 7,527	<sup>3/</sup>	53,081
1968-----	<sup>4/</sup>	<sup>4/</sup>	<sup>5/</sup> 41,737	<sup>4/</sup>		<sup>4/</sup>
January-September:						
1968-----	<sup>4/</sup>	<sup>4/</sup>	<sup>5/</sup> 29,789	<sup>4/</sup>		<sup>4/</sup>
1969-----	<sup>4/</sup>	<sup>4/</sup>	<sup>5/</sup> 37,068	<sup>4/</sup>		<sup>4/</sup>

<sup>1/</sup> U.S. producers' sales plus imports. Data on the quantity of exports, known to be small, are not separately reported in official statistics. All data except those on silver-plated and stainless-steel flatware contain estimates. For apparent consumption of stainless-steel table flatware, taking exports into account, see table 4.

<sup>2/</sup> Data exceed those in table 4 by the amount of exports which were small in most years.

<sup>3/</sup> Includes consumption of an estimated 1 million dozen pieces of flatware with handles of "other materials" not separately reported in official statistics.

<sup>4/</sup> Not available.

<sup>5/</sup> Excludes data for 4 manufacturers who did not submit questionnaires.

Source: Compiled from official statistics of the U.S. Department of Commerce and from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 6.--Stainless-steel table flatware: U.S. manufacturers' inventories of finished flatware, and net sales, 1951-68, January-September 1968, and January-September 1969

Period	Inventories at end of period <sup>1/</sup>		Net sales		
	Quan-	Ratio to	Quantity	F.o.b.	Average
	tity	net sales		factory	value per
				value	dozen
	<u>1,000</u>		<u>1,000</u>	<u>1,000</u>	<u>pieces</u>
	<u>dozen</u>		<u>dozen</u>	<u>dollars</u>	
	<u>pieces</u>	<u>Percent</u>	<u>pieces</u>		
1951-----	1,160	10.2	11,379	20,140	\$1.77
1952-----	1,131	12.2	9,306	16,830	1.81
1953-----	1,309	12.1	10,827	19,723	1.82
1954-----	1,548	14.3	10,800	20,688	1.92
1955-----	1,699	11.6	14,654	28,323	1.93
1956-----	2,009	14.0	14,392	31,241	2.17
1957-----	1,525	11.5	13,207	29,626	2.24
1958-----	2,035	13.7	14,887	31,554	2.12
1959-----	2,050	11.0	18,594	38,515	2.07
1960-----	2,802	15.0	18,654	39,163	2.10
1961-----	2,465	13.1	18,877	40,522	2.15
1962-----	2,796	13.3	21,089	43,276	2.05
1963-----	2,242	10.1	22,100	47,084	2.13
1964-----	3,388	12.7	26,729	59,709	2.23
1965-----	3,602	13.2	27,210	62,668	2.30
1966-----	3,610	12.0	30,043	69,159	2.30
1967 <sup>3/</sup> -----	4,286	14.6	29,350	72,807	2.48
1968 <sup>3/</sup> -----	4,038	15.0	26,865	70,034	2.60
Jan.-Sept.					
1968 <sup>3/</sup> -----	4,057	<sup>2/</sup>	19,364	49,770	2.57
1969 <sup>3/</sup> -----	4,154	<sup>2/</sup>	19,165	47,943	2.50

<sup>1/</sup> Includes an estimate (less than 1 percent of the total in any year) derived from data on production and sales.

<sup>2/</sup> Ratios based on data for 9 months are not meaningful.

<sup>3/</sup> Excludes data for 4 producers who did not submit questionnaires.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware, except as noted.

Table 7.--Stainless-steel table flatware: U.S. producers' sales of patterns arrayed by average value of sales per dozen pieces, 1964-68, January-September 1968, and January-September 1969 <sup>1/</sup>

Period and average sales value per dozen pieces	Number of producers reporting in value range	Ratio of the number of patterns in value range to total number of patterns	Ratio of sales in value range to total sales, based on--	
			Quantity	Value
		Percent	Percent	Percent
1964:				
Less than \$2.00-----	13	34	59	38
\$2.00-\$2.99-----	8	16	18	20
\$3.00-\$4.99-----	9	36	19	32
\$5.00-\$6.99-----	5	9	3	7
\$7.00 and over-----	4	5	1	3
Total-----	19	100	100	100
1965:				
Less than \$2.00-----	13	34	53	32
\$2.00-\$2.99-----	9	19	26	28
\$3.00-\$4.99-----	9	31	17	27
\$5.00-\$6.99-----	6	10	3	10
\$7.00 and over-----	4	6	1	3
Total-----	19	100	100	100
1966:				
Less than \$2.00-----	13	32	52	30
\$2.00-\$2.99-----	10	20	26	29
\$3.00-\$4.99-----	9	33	17	28
\$5.00-\$6.99-----	5	10	4	10
\$7.00 and over-----	4	5	1	3
Total-----	19	100	100	100
1967:				
Less than \$2.00-----	12	30	43	23
\$2.00-\$2.99-----	9	22	28	27
\$3.00-\$4.99-----	7	32	23	34
\$5.00-\$6.99-----	5	10	5	12
\$7.00 and over-----	5	6	1	4
Total-----	15	100	100	100
1968:				
Less than \$2.00-----	12	29	43	22
\$2.00-\$2.99-----	9	21	27	24
\$3.00-\$4.99-----	8	31	22	32
\$5.00-\$6.99-----	5	10	6	14
\$7.00 and over-----	5	9	2	8
Total-----	15	100	100	100
January-September 1968:				
Less than \$2.00-----	12	28	42	21
\$2.00-\$2.99-----	9	22	28	24
\$3.00-\$4.99-----	8	31	22	32
\$5.00-\$6.99-----	5	10	4	10
\$7.00 and over-----	5	9	4	13
Total-----	15	100	100	100
January-September 1969:				
Less than \$2.00-----	12	30	45	23
\$2.00-\$2.99-----	8	20	27	26
\$3.00-\$4.99-----	8	33	21	31
\$5.00-\$6.99-----	5	9	5	12
\$7.00 and over-----	4	8	2	8
Total-----	15	100	100	100

<sup>1/</sup> The producers were instructed to calculate the average value of sales per dozen pieces for each pattern in each year and then group the patterns in the value ranges shown. Data contain some estimates for a few small producers.

Source: Compiled from data submitted to the Tariff Commission by 19 U.S. producers of stainless-steel table flatware for 1964-1966, and by 15 of the 19 producers for subsequent periods.

Table 7A.--Stainless-steel table flatware: U.S. producers' sales of patterns arrayed by average value of sales per dozen pieces, 1964-68, January-September 1968, and January-September 1969 <sup>1/</sup>

Period and average sales value per dozen pieces	U.S. producers reporting in	Patterns in	U.S. producers' sales	
	value range	value range	Quantity	Value
	Number	Number	1,000 dozen	1,000 dollars
1964:				
Less than \$2.00-----	13	136	15,333	22,628
\$2.00-\$2.99-----	8	65	4,650	11,710
\$3.00-\$4.99-----	9	144	5,059	19,229
\$5.00-\$6.99-----	5	37	694	4,322
\$7.00 and over-----	4	20	124	1,632
Total-----	19	402	25,860	59,521
1965:				
Less than \$2.00-----	13	137	13,710	19,737
\$2.00-\$2.99-----	9	74	6,635	17,064
\$3.00-\$4.99-----	9	123	4,347	16,711
\$5.00-\$6.99-----	6	42	964	5,830
\$7.00 and over-----	4	22	138	1,783
Total-----	19	398	25,794	61,125
1966:				
Less than \$2.00-----	13	132	15,076	20,810
\$2.00-\$2.99-----	10	86	7,741	19,889
\$3.00-\$4.99-----	9	138	5,005	19,377
\$5.00-\$6.99-----	5	41	1,114	6,843
\$7.00 and over-----	4	21	178	2,343
Total-----	19	418	29,114	69,262
1967:				
Less than \$2.00-----	12	114	12,396	16,979
\$2.00-\$2.99-----	9	82	8,190	19,872
\$3.00-\$4.99-----	7	121	6,697	24,541
\$5.00-\$6.99-----	5	36	1,365	8,412
\$7.00 and over-----	5	23	287	2,904
Total-----	15	375	28,935	72,708
1968:				
Less than \$2.00-----	12	115	11,572	15,768
\$2.00-\$2.99-----	9	83	7,116	16,874
\$3.00-\$4.99-----	8	123	6,016	22,771
\$5.00-\$6.99-----	5	41	1,501	9,597
\$7.00 and over-----	5	34	576	5,413
Total-----	15	395	26,781	70,423
January-September 1968:				
Less than \$2.00-----	12	112	8,073	10,583
\$2.00-\$2.99-----	9	85	5,367	12,168
\$3.00-\$4.99-----	8	121	4,357	15,770
\$5.00-\$6.99-----	5	39	865	5,122
\$7.00 and over-----	5	37	777	6,469
Total-----	15	394	19,439	50,112
January-September 1969:				
Less than \$2.00-----	12	119	8,786	11,330
\$2.00-\$2.99-----	8	79	5,388	12,442
\$3.00-\$4.99-----	8	131	4,042	15,238
\$5.00-\$6.99-----	5	37	940	5,909
\$7.00 and over-----	4	32	389	3,815
Total-----	15	398	19,545	48,734

<sup>1/</sup> The producers were instructed to calculate the average value of sales per dozen pieces for each pattern in each year and then group the patterns in the value ranges shown. Data contain some estimates for a few small producers.

Source: Compiled from data submitted to the U.S. Tariff Commission by 19 U.S. producers of stainless-steel table flatware for 1964-66 and by 15 of the 19 producers for subsequent periods.

Note.--Sales data in this table agree roughly with those in other tables, an exact correlation between data submitted by U. S. producers for use in this table and sales data submitted for other uses could not be made.

Table 8.--Stainless-steel table flatware: U.S. exports of domestic merchandise, 1951-68, January-September 1968, and January-September 1969

Year	Quantity	Value	Average value per dozen pieces
	Dozen pieces		
1951-----	207,845	\$238,519	\$1.15
1952-----	202,952	235,898	1.16
1953-----	146,799	172,312	1.17
1954-----	96,736	143,614	1.48
1955-----	143,709	200,737	1.40
1956-----	82,180	138,214	1.68
1957-----	81,918	155,128	1.89
1958-----	1,291,757	1,536,076	1.19
1959-----	327,095	467,799	1.43
1960-----	190,648	437,640	2.30
1961-----	211,725	511,686	2.42
1962-----	177,859	382,286	2.15
1963-----	231,218	455,181	1.97
1964-----	267,345	593,810	2.22
1965-----	333,881	842,047	2.52
1966-----	449,466	1,244,406	2.77
1967 <u>1</u> /-----	383,724	1,090,875	2.84
1968 <u>1</u> /-----	498,743	1,572,105	3.15
Jan.-Sept.			
1968 <u>1</u> /-----	362,744	1,181,676	3.26
1969 <u>1</u> /-----	362,712	1,109,221	3.06

1/ Excludes data for 4 producers who did not submit questionnaires.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 9.--Table flatware: Sales of all types of table flatware produced in U. S. establishments in which stainless-steel table flatware is produced, 1951-68, January-September 1968, and January-September 1969 <sup>1/</sup>

(In thousands of dozen pieces)					
Year	: Stainless steel	: Silver plated	: Sterling Silver	: Other <sup>2/</sup>	: Total, all kinds
1951-----	11,379	15,763	993	2,211	30,346
1952-----	9,306	11,824	922	1,572	23,624
1953-----	10,827	12,957	1,285	1,920	26,989
1954-----	10,800	12,284	994	1,281	25,359
1955-----	14,654	10,946	1,034	1,255	27,889
1956-----	14,392	9,547	1,024	1,204	26,167
1957-----	13,207	6,748	857	1,439	22,251
1958-----	14,887	6,478	782	1,601	23,748
1959-----	18,594	6,971	822	704	27,091
1960-----	18,654	5,792	798	497	25,741
1961-----	18,877	5,233	802	411	25,323
1962-----	21,089	4,691	654	443	26,877
1963-----	22,100	4,805	497	378	27,780
1964-----	26,729	4,626	472	<sup>3/</sup> 510	32,337
1965-----	27,210	5,211	578	<sup>3/</sup> 415	33,414
1966-----	30,043	<sup>4/</sup>	602	<sup>4/</sup>	36,124
1967 <sup>5/</sup> -----	29,350	<sup>4/</sup>	588	<sup>4/</sup>	34,852
1968 <sup>5/</sup> -----	26,865	<sup>4/</sup>	508	<sup>3/</sup> 172	<sup>4/</sup>
Jan. - Sept.					
1968 <sup>5/</sup> -----	19,364	<sup>4/</sup>	382	<sup>4/</sup>	23,342
1969 <sup>5/</sup> -----	19,165	<sup>4/</sup>	358	<sup>3/</sup> 684	<sup>4/</sup>

<sup>1/</sup> This table shows sales data only for manufacturers of stainless-steel table flatware during the years in which they produced such flatware. The data on sales of stainless-steel table flatware, therefore, are complete, but the data on sales of other types of flatware include only the sales by the manufacturers of stainless-steel table flatware.

<sup>2/</sup> Includes tin-plated, nickel-plated, and chrome-plated flatware, flatware of metals (such as nickel silver) other than stainless steel, and flatware with handles of nonmetallic materials.

<sup>3/</sup> Data not strictly comparable with those for preceding years.

<sup>4/</sup> Withheld to avoid disclosing figures for individual companies.

<sup>5/</sup> Excludes data for 4 producers who did not submit questionnaires.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 10.--Average number of employees, production and related workers, and man-hours worked by production and related workers in establishments engaged in the production of stainless-steel table flatware, for all operations of the establishments and for production of stainless-steel table flatware alone, 1959-68, January-September 1968, and January-September 1969

Year	Average number of employees			Average number of production and related workers			Man-hours worked by production and related workers			Ratio of man-hours worked on		
	Engaged in all operations of establishments	Engaged in production of stainless-steel table flatware 1/	Engaged in all operations of establishments	Engaged in production of stainless-steel table flatware 1/	Engaged in all operations of establishments	Engaged in production of stainless-steel table flatware 1/	In all operations of establishments	In production of stainless-steel table flatware	stainless-steel table flatware to man-hours worked on all products	Percent		
1959-----	8,383	3,019	6,580	2,416	13,803	5,079	37					
1960-----	8,155	3,164	6,369	2,510	12,997	5,110	39					
1961-----	8,404	2,973	6,671	2,387	13,543	4,886	36					
1962-----	9,066	3,457	7,124	2,793	14,339	5,744	40					
1963-----	9,773	3,607	7,618	2,838	15,681	5,889	37					
1964-----	8,398	4,092	6,867	3,400	14,838	7,394	50					
1965-----	8,757	3,957	7,282	3,309	15,610	7,109	45					
1966-----	9,069	4,073	7,600	3,455	16,356	7,411	45					
1967 2/-----	3/ 7,413	3,763	3/ 5,816	3,013	14,128	7,333	52					
1968 2/-----	7,365	3,496	5,682	2,780	13,392	6,635	50					
January-September:												
1968 2/-----	7,326	3,445	5,602	2,745	9,942	4,907	49					
1969 2/-----	7,240	3,427	5,522	2,737	9,833	4,908	50					

1/ Estimated by applying to the reported number of employees on all products, the ratio of man-hours for production and related workers on stainless-steel table flatware to man-hours for such workers on all products. These calculations were made for each individual company, therefore, the percentages used may not correspond exactly with the figures given for the entire industry.

2/ Excludes data for 4 producers who did not submit questionnaires.

3/ Sharp decline attributable to the consolidation of stainless-steel table flatware operations in one facility by each of 2 producers.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware, except as noted.

Table 11.--Stainless-steel table flatware: U.S. production, and employment, wages, and labor productivity in its manufacture, 1951-68, January-September 1968, and January-September 1969

Year	Number of manu- facturers	Average number of all employ- ees	Production 1,000 dozen pieces	Production and related workers				
				Average number 1/ worked	Flatware produced per man-hour	Wages paid		
						Quantity	Value 2/ Total	Per man-hour Per dozen pieces
				1,000 man-hours	Dozen pieces	Per dozen pieces	1,000 dollars	
1951-----	18	2,336	11,893	2,021	2.8	\$4.95	6,822	\$1.60 : \$0.57
1952-----	18	2,011	9,304	1,721	2.6	4.65	6,111	1.69 : .66
1953-----	19	2,182	11,020	1,882	2.7	4.94	7,097	1.75 : .64
1954-----	23	2,390	11,051	1,972	2.7	5.16	7,055	1.71 : .64
1955-----	22	3,080	14,848	2,501	2.8	5.38	10,034	1.88 : .68
1956-----	21	2,987	14,695	2,382	2.9	6.33	9,820	1.95 : .67
1957-----	21	2,888	13,079	2,248	2.8	6.29	9,225	1.98 : .71
1958-----	20	3,057	15,030	2,326	3.2	6.69	9,895	2.08 : .66
1959-----	19	3,019	18,480	2,416	3.6	7.45	10,990	2.16 : .59
1960-----	19	3,164	19,332	2,510	3.8	7.98	11,427	2.24 : .59
1961-----	19	2,973	18,467	2,387	3.8	8.17	11,397	2.33 : .62
1962-----	20	3,457	21,339	2,793	3.7	7.58	3/	4/ 2.22 : .58
1963-----	20	3,607	21,366	2,838	3.6	7.67	3/	4/ 2.39 : .64
1964-----	19	4,092	27,862	3,400	3.8	8.47	18,887	2.55 : .68
1965-----	19	3,957	27,409	3,309	3.9	8.97	19,098	2.69 : .70
1966-----	19	4,073	30,262	3,455	4.1	9.40	21,055	2.84 : .70
1967 5/-----	19	3,763	30,403	3,013	4.1	10.28	23,069	3.15 : .76
1968 5/-----	19	3,496	26,516	2,780	4.0	10.38	21,793	3.28 : .82
January-September: 1968 5/-----	19	3,445	19,169	2,745	3.9	10.04	15,271	3.11 : .80
1969 5/-----	19	3,427	19,436	2,737	4.0	9.90	15,779	3.21 : .81

1/ Estimated by applying to the reported number of employees on all products the ratio of man-hours for production and related workers on stainless-steel table flatware to man-hours for such workers on all products.

2/ Estimated by multiplying the number of dozens of pieces of flatware produced per man-hour by the average value of sales per dozen pieces sold.

3/ Not available.

4/ Based on data for 11 producers that accounted for approximately 85 percent of total production.

5/ Excludes data for 4 producers who did not submit questionnaires.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware, except as noted.



Table 12.--Stainless-steel table flatware: U.S. imports for consumption of quota-type flatware, whether or not imported within or in excess of the quota, based on data reported by the U.S. Department of the Treasury, by months, November 1963- October 1967 <sup>1/</sup>

(In dozens of pieces)					
Quota year and month	Monthly entries	Accumulated totals	Quota year and month	Monthly entries	Accumulated totals
1963-64:			1965-66:		
November-----	1,743,436	1,743,436	November-----	5,772,608	5,772,608
December-----	907,400	2,650,836	December-----	133,380	5,905,988
January (1964)-----	827,482	3,478,318	January (1966)-----	1,044,042	6,950,030
February-----	797,465	4,275,783	February-----	60,991	7,011,021
March-----	876,714	5,152,497	March-----	39,579	7,050,600
April-----	604,454	5,756,951	April-----	18,349	7,068,949
May-----	16,306	5,773,257	May-----	49,711	7,118,660
June-----	21,900	5,795,157	June-----	46,674	7,165,334
July-----	12,484	5,807,641	July-----	182,921	7,348,255
August-----	19,648	5,827,289	August-----	130,323	7,478,578
September-----	11,716	5,839,005	September-----	127,360	7,605,938
October-----	10,653	5,849,658	October-----	65,800	7,671,738
1964-65:			1966-67: 2/		
November-----	2,570,100	2,570,100	November-----	6,676,048	6,676,048
December-----	902,727	3,472,827	December-----	216,316	6,892,364
January (1965)-----	1,333,706	4,806,533	January (1967)-----	285,106	7,177,470
February-----	988,515	5,795,048	February-----	3/	3/
March-----	82,257	5,877,305	March-----	285,314	7,457,670
April-----	22,610	5,899,915	April-----	215,566	7,673,236
May-----	13,802	5,913,717	May-----	393,465	8,066,701
June-----	12,058	5,925,775	June-----	259,911	8,326,612
July-----	10,975	5,936,750	July-----	255,974	8,582,586
August-----	19,433	5,956,183	August-----	459,790	9,042,376
September-----	22,256	5,978,439	September-----	278,361	9,320,737
October-----	11,384	5,989,823	October (1st week only)-----	70,185	9,390,922

<sup>1/</sup> Entries shown in months following the first month of each quota year reflect adjustments in previous entries. <sup>2/</sup> Preliminary; subject to revision.

<sup>3/</sup> Figures are not shown because small adjustments were made in this month, affecting the previous 3 months. The accumulated total was reduced somewhat below that for January 1967.

Source: Compiled from official statistics of the U.S. Bureau of Customs.

Table 13.---Stainless-steel table flatware: U.S. imports for consumption, total and from Japan, by types, 1963-66, 1968, January-September 1968, and January-September 1969 1/

(Quantity in 1,000 dozen pieces; entered value in 1,000 dollars)																		
Item	1963			1964			1965 2/			1966 2/			1968 3/			1969 3/		
	Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity	:Quan- : value	:Entered : tity		
Total imports from all countries																		
Quota-type-----	5,665	5,907	6,128	6,739	8,318	8,685	8,494	8,840	4/13,932	4/14,670	4/9,683	4/10,149	4/17,242	4/18,430				
Nonquota-type-----	669	2,308	667	2,257	562	2,256	691	2,401	5/940	5/3,471	5/742	5/2,707	5/661	5/2,820				
Total, quota- and nonquota-types-----	6,334	8,215	6,795	8,996	8,880	10,940	9,185	11,241	14,872	18,141	10,425	12,856	17,903	21,250				
Imports from Japan																		
Quota-type-----	5,268	5,477	5,585	6,208	6,521	7,123	6,643	7,336	4/9,651	4/10,916	4/6,449	4/7,268	4/11,761	4/13,668				
Nonquota-type-----	404	931	442	1,134	313	946	423	1,098	5/499	5/1,388	5/385	5/1,045	5/378	5/1,297				
Total, quota- and nonquota-types-----	5,672	6,408	6,027	7,342	6,834	8,069	7,068	8,434	10,150	12,304	6,834	8,313	12,139	14,965				
Ratio (percent) of imports from Japan to total imports 6/																		
Quota-type-----	93.0	92.7	91.1	92.1	78.4	82.0	78.2	83.0	4/69.3	4/74.4	4/66.6	4/71.6	4/68.2	4/74.2				
Nonquota-type-----	60.3	40.3	66.2	50.3	55.7	41.9	61.5	45.7	5/53.1	5/40.0	5/51.9	5/38.6	5/57.2	5/46.0				
Average, quota- and nonquota-types-----	89.5	78.0	88.7	81.6	77.0	73.8	76.9	75.0	68.2	67.8	65.4	64.6	67.8	70.4				

1/ Data for 1967 are not shown. For explanation see footnote 4 in table 14.

2/ The value of imports includes estimates for the value of quota-type stainless-steel table flatware imported in sets because the value of such sets is not separately reported in official statistics.

Data do not include imports of quota-type flatware amounting to 526,000 dozen pieces in 1963, and 544,000 dozen pieces in 1964, for which data on value and in the indicated detail of this table are not available from official statistics. Data exclude the quantity and value of nonquota-type stainless-steel flatware imported in sets because they are not separately reported in official statistics. Such imports are known to be negligible.

3/ Preliminary.

4/ Includes sets valued at less than \$3 per dozen pieces.

5/ Includes sets valued at \$3 and over; the average unit value of sets imported from Japan was less than \$3 per dozen pieces.

6/ Based on the unrounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Table 14.--Stainless-steel table flatware: U.S. imports for consumption, by countries, 1958-68, January-September 1968, and January-September 1969

Source	1958 <sup>1/</sup>	1959	1960	1961	1962	1963 <sup>2/</sup>	1964 <sup>2/</sup>	1965 <sup>2/</sup>	1966 <sup>2/</sup>	1967 <sup>2/</sup>	1968 <sup>3/</sup>	January-September	
												1968 <sup>3/</sup>	1969 <sup>3/</sup>
Quantity (1,000 dozen pieces)													
Japan-----	8,761 <sup>1/</sup>	8,265	9,876	4,301	4,726	5,672	6,027	6,834	7,068	4/	10,150	6,834	12,139
Taiwan-----	-	-	-	-	-	-	25	621	1,029	4/	2,022	1,532	2,268
Republic of Korea--	-	-	-	-	-	-	-	84	569	4/	1,275	954	1,659
Hong Kong-----	7	110	53	23	6	119	267	849	128	4/	94	83	635
Netherlands-----	48	18	97	33	97	152	197	169	84	4/	547	423	382
West Germany-----	207	320	5/ 338	5/ 243	163	171	105	140	73	4/	127	108	106
Italy-----	52	74	324	52	59	36	38	43	66	4/	109	93	41
United Kingdom-----	5	7	9	13	12	18	20	31	36	4/	149	119	248
Austria-----	16	36	76	36	18	46	27	24	31	4/	13	11	4
Sweden-----	64	1/ 68	68	24	32	23	21	21	12	4/	20	18	10
Denmark-----	9	28	26	21	18	12	9	7	8	4/	13	10	14
Nansei and Nanpo Islands-----	-	-	17	-	15	50	18	-	-	4/	-	-	-
All other-----	11	24	16	9	17	35	41	57	81	4/	6/ 353	6/ 241	6/ 397
Total-----	9,180	8,950	10,900	4,755	5,163 <sup>7/</sup>	6,334 <sup>7/</sup>	6,795	8,880	9,185 <sup>4/</sup>	7,807	14,872	10,426	17,903
Entered value (1,000 dollars)													
Japan-----	7,496	8,350	9,895	4,526	5,117	6,408	7,342	8,069	8,434	4/	12,305	8,313	14,965
Taiwan-----	-	-	-	-	-	-	17	478	745	4/	1,421	1,118	1,531
Republic of Korea--	-	-	-	-	-	-	-	54	424	4/	984	741	1,273
Hong Kong-----	3	75	41	16	4	78	203	682	98	4/	100	86	708
Netherlands-----	165	40	161	80	162	255	294	307	212	4/	1,068	817	834
West Germany-----	693	912 <sup>5/</sup>	1,040 <sup>5/</sup>	929	687	731	446	604	370	4/	731	615	595
Italy-----	144	180	423	153	166	133	150	151	218	4/	371	302	145
United Kingdom-----	27	31	49	78	93	96	86	135	171	4/	300	229	497
Austria-----	69	116	183	112	77	120	108	106	106	4/	58	44	21
Sweden-----	292	342	371	153	166	114	107	95	65	4/	117	101	61
Denmark-----	52	151	154	141	138	98	83	55	71	4/	134	107	114
Nansei and Nanpo Islands-----	-	-	16	-	11	35	11	-	-	4/	-	-	-
All other-----	43	51	65	39	67	147	149	204	327	4/	6/ 552	6/ 383	6/ 506
Total-----	8,984	10,248	12,398	6,227	6,688 <sup>7/</sup>	8,215 <sup>7/</sup>	8,996	10,940	11,241 <sup>4/</sup>	9,121	18,141	12,856	21,250
Average value per dozen pieces <sup>8/</sup>													
Japan-----	\$0.86	\$1.01	\$1.00	\$1.05	\$1.08	\$1.13	\$1.22	\$1.18	\$1.19	4/	\$1.21	\$1.22	\$1.23
Taiwan-----	-	-	-	-	-	-	.69	.77	.72	4/	.70	.73	.67
Republic of Korea--	-	-	-	-	-	-	-	.64	.75	4/	.77	.78	.77
Hong Kong-----	.43	.68	.78	.71	.70	.65	.76	.80	.77	4/	1.06	1.05	1.11
Netherlands-----	3.48	2.19	1.66	2.38	1.68	1.67	1.49	1.82	2.51	4/	1.95	1.93	2.18
West Germany-----	3.35	2.85	3.08	3.82	4.22	4.26	4.24	4.32	5.10	4/	5.76	5.68	5.61
Italy-----	2.76	2.43	1.30	2.95	2.83	3.73	3.90	3.54	3.31	4/	3.40	3.25	3.54
United Kingdom-----	5.61	4.64	5.49	5.99	7.69	5.20	4.25	4.34	4.82	4/	2.01	1.93	2.00
Austria-----	4.30	3.21	2.41	3.12	4.29	2.64	4.01	4.33	3.42	4/	4.46	4.11	5.25
Sweden-----	4.54	5.05	5.47	6.36	5.11	4.99	5.04	4.48	5.45	4/	5.85	5.59	6.10
Denmark-----	5.55	5.37	5.99	6.73	7.68	8.23	9.12	8.05	8.89	4/	10.31	10.20	8.14
Nansei and Nanpo Islands-----	-	-	.95	-	.76	.70	.63	-	-	4/	-	-	-
All other-----	3.88	2.14	4.20	4.57	3.98	4.30	3.68	3.60	3.98	4/	6/ 1.56	6/ 1.59	6/ 1.27
Average-----	.98	1.15	1.14	1.31	1.30	1.30	1.32	1.23	1.22	4/ 1.17	1.22	1.23	1.18

1/ Includes estimates for small amounts of imports for which values only were reported.

2/ The value of imports includes estimates for the value of quota-type stainless-steel table flatware imported in sets. The value of such sets is not separately reported in official statistics.

Data exclude the quantity and value of nonquota-type stainless-steel flatware imported in sets because they are not separately reported in official statistics. Such imports are known to be negligible.

3/ Preliminary.

4/ U.S. Department of Commerce data for 1967 on general imports (i.e. imports entered for immediate consumption plus entries into bonded warehouses) show imports of 9.5 million dozen pieces, whereas imports for consumption (i.e. imports for immediate consumption plus withdrawals from warehouses) amounted to (as shown in this table) 7.8 million dozen. Analysis of available data indicate that virtually all of the difference between general imports and imports for consumption--1.7 million dozen pieces--was withdrawn from warehouses during the period October-December 1967, but was not so recorded in official statistics. Data by the indicated detail of this table are not shown for 1967 because of this discrepancy; the total quantity imported for consumption in 1967 probably amounted to close to 9.5 million dozen pieces, valued at approximately \$11 million.

5/ Includes relatively small amounts of imports which were entered free of duty for U.S. Government use.

6/ For a list of countries and imports therefrom see table 14A.

7/ Data on total quantity shown in this table for 1963 and 1964, do not agree with those shown in table 4 because data in this table do not include imports of 526,000 dozen pieces in 1963, and 544,000 dozen pieces in 1964, for which data on value and in the indicated detail of this table are not available from official statistics.

8/ Based on the unrounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Table 14A.--Stainless-steel table flatware: U.S. imports for consumption, by countries included in "all other" in table 14, 1968, January-September 1968, and January-September 1969

Source	1968	January-September 1968	January-September 1969
Quantity (1,000 dozen pieces)			
Mexico-----	157	96	323
Ireland-----	80	54	20
Canada-----	36	36	<u>1/2/</u>
Norway-----	26	21	22
Finland-----	15	10	16
Belgium-----	14	13	2
France-----	12	9	12
Panama-----	7	-	-
Spain-----	5	<u>1/</u>	1
Portugal-----	1	1	<u>1/</u>
All other-----	<u>1/</u>	<u>1/</u>	1
Value (1,000 dollars)			
Mexico-----	95	57	179
Ireland-----	105	62	37
Canada-----	10	9	<u>2/</u> 7
Norway-----	156	126	103
Finland-----	83	56	90
Belgium-----	20	16	10
France-----	62	47	68
Panama-----	8	-	-
Spain-----	5	<u>3/</u>	1
Portugal-----	2	1	1
All other-----	6	6	12
Unit value (per 1,000 dozen pieces) <u>4/</u>			
Mexico-----	\$0.61	\$0.60	\$0.55
Ireland-----	1.31	1.15	1.83
Canada-----	.28	.25	<u>2/</u> 31.35
Norway-----	6.09	6.00	4.70
Finland-----	5.57	5.60	5.78
Belgium-----	1.47	1.24	4.97
France-----	5.33	5.29	5.89
Panama-----	1.26	-	-
Spain-----	1.01	10.18	2.26
Portugal-----	1.45	1.26	2.38
All other-----	12.39	12.42	12.00

1/ Less than 500 dozen pieces.

2/ Data are being reviewed by the Census Bureau.

3/ Less than \$500.

4/ Based on the unrounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 15.--Stainless-steel table flatware: U.S. imports for consumption, quota- and nonquota-type, by source, 1966, 1968, and January-September 1969

Country	(Quantity in dozen pieces; average value per dozen pieces)								
	Quota-type 1/			Nonquota-type 1/			Total, all imports		
	Quantity	Value 2/	Average value	Quantity	Value	Average value	Quantity	Value	Average value
1966									
Japan-----	6,643,453	\$7,336,345	1.10	424,698	\$1,097,613	2.58	7,068,151	\$8,433,958	1.19
Taiwan-----	1,015,908	734,795	.72	3/ 12,958	3/ 10,374	3/ .80	1,028,866	745,169	.72
Korea-----	563,171	412,732	.73	3/ 6,125	3/ 11,555	3/ 1.89	569,296	424,287	.75
Hong Kong-----	124,111	94,082	.76	3/ 3,750	3/ 3,764	3/ 1.00	127,861	97,846	.77
The Netherlands-----	67,335	135,927	2.02	17,016	75,790	4.45	84,351	211,717	2.51
West Germany-----	16,067	34,753	2.16	56,449	335,219	5.94	72,516	369,972	5.10
Italy-----	16,347	27,751	1.70	49,512	190,314	3.84	65,859	218,065	3.31
United Kingdom-----	10,545	19,174	1.82	25,040	152,304	6.08	35,585	171,478	4.82
Austria-----	6,064	10,608	1.75	24,930	95,257	3.82	30,994	105,865	3.42
Norway-----	-	-	-	23,920	135,459	5.66	23,920	135,459	5.66
Finland-----	-	-	-	21,180	131,466	6.21	21,180	131,466	6.21
Chile-----	15,625	13,015	.83	-	-	-	15,625	13,015	.83
Poland-----	15,000	19,500	1.30	-	-	-	15,000	19,500	1.30
Sweden-----	-	-	-	11,857	64,653	5.45	11,857	64,653	5.45
Denmark-----	-	-	-	7,956	70,702	8.89	7,956	70,702	8.89
France-----	870	1,308	1.50	1,350	6,397	4.74	2,220	7,705	3.47
Belgium-----	-	-	-	1,792	7,222	4.03	1,792	7,222	4.03
Brazil-----	-	-	-	1,400	5,179	3.70	1,400	5,179	3.70
All other-----	-	-	-	1,066	7,619	7.15	1,066	7,619	7.15
Total-----	8,494,496	8,839,990	1.04	690,999	2,400,887	3.47	9,185,495	11,240,877	1.22
1968									
Japan-----	9,651,268	10,916,340	1.14	499,052	1,388,260	2.78	10,150,320	12,304,600	1.21
Taiwan-----	1,992,254	1,380,251	.69	29,314	41,022	1.40	2,021,568	1,421,273	.70
Korea-----	1,241,797	923,274	.74	33,196	60,548	1.82	1,274,993	983,822	.77
The Netherlands-----	514,304	912,191	1.77	32,968	155,956	4.73	547,272	1,068,147	1.95
Mexico-----	156,852	95,371	.61	-	-	-	156,852	95,371	.61
United Kingdom-----	121,758	166,796	1.37	27,241	133,118	4.89	148,999	299,914	2.01
West Germany-----	417	855	2.05	126,424	730,261	5.78	126,841	731,116	5.76
Italy-----	22,614	45,499	2.01	86,067	325,180	3.78	108,681	370,679	3.41
Hong Kong-----	85,942	77,589	.90	7,666	22,068	2.88	93,608	99,657	1.06
Ireland-----	79,957	104,070	1.30	60	616	10.27	80,017	104,686	1.31
Canada-----	3/ 35,040	3/ 7,576	3/ 0.22	1,518	2,733	1.80	3/ 36,558	3/ 10,309	3/ .28
Norway-----	1,104	2,588	2.34	24,420	152,934	6.26	25,524	155,522	6.09
Sweden-----	445	.993	2.23	19,630	115,917	5.91	20,075	116,910	5.82
Finland-----	-	-	-	14,976	83,406	5.57	14,976	83,406	5.57
Belgium-----	11,763	11,397	.97	1,964	8,826	4.49	13,727	20,223	1.47
Denmark-----	211	605	2.87	13,124	133,138	10.14	13,335	133,743	10.03
Austria-----	3,257	8,672	2.66	10,060	49,214	4.89	13,317	57,886	4.35
France-----	592	1,252	2.11	11,082	60,984	5.50	11,674	62,236	5.33
Panama-----	6,630	8,358	1.26	-	-	-	6,630	8,358	1.26
Spain-----	5,083	4,683	.92	49	499	10.18	5,132	5,182	1.01
Portugal-----	833	1,051	1.26	600	1,021	1.70	1,433	2,072	1.45
Brazil-----	250	600	2.40	-	-	-	250	600	2.40
Switzerland-----	-	-	-	3/ 208	3/ 5,077	3/ 24.41	3/ 208	3/ 5,077	3/ 24.41
Total-----	13,932,371	14,670,011	1.05	939,619	3,470,778	3.69	14,871,990	18,140,789	1.22
January-September 1969									
Japan-----	11,761,357	13,667,655	1.16	377,987	1,296,929	3.43	12,139,344	14,964,584	1.23
Taiwan-----	2,250,575	1,484,938	.66	17,698	45,928	2.59	2,268,273	1,530,866	.67
Korea-----	1,655,070	1,265,610	.76	3,738	7,774	2.08	1,658,808	1,273,384	.77
The Netherlands-----	358,698	711,465	1.98	23,319	122,473	5.25	382,017	833,938	2.18
Mexico-----	323,295	179,047	.55	-	-	-	323,295	179,047	.55
United Kingdom-----	220,998	365,252	1.65	27,143	131,928	4.86	248,141	497,180	2.00
West Germany-----	1,032	2,698	2.61	105,257	592,107	5.63	106,289	594,805	5.60
Italy-----	14,178	21,459	1.51	26,459	123,075	4.65	40,637	144,534	3.56
Hong Kong-----	631,808	684,676	1.08	3,061	23,141	7.56	634,869	707,817	1.11
Ireland-----	20,165	36,872	1.83	-	-	-	20,165	36,872	1.83
Canada-----	-	-	-	3/ 223	3/ 6,990	3/ 31.35	3/ 223	3/ 6,990	3/ 31.34
Norway-----	-	-	-	21,888	102,817	4.70	21,888	102,817	4.70
Sweden-----	-	-	-	9,819	60,622	6.17	9,819	60,622	6.17
Finland-----	150	293	1.95	15,378	89,505	5.82	15,528	89,798	5.78
Belgium-----	-	-	-	2,035	10,118	4.97	2,035	10,118	4.97
Denmark-----	1,563	2,976	1.90	12,290	111,217	9.05	13,853	114,193	8.24
Austria-----	345	806	2.34	3,586	19,863	5.54	3,931	20,669	5.26
France-----	780	1,500	1.92	10,780	66,627	6.18	11,560	68,127	5.89
Panama-----	-	-	-	-	-	-	-	-	-
Spain-----	626	1,413	2.26	-	-	-	626	1,413	2.26
Portugal-----	250	595	2.38	-	-	-	250	595	2.38
Brazil-----	-	-	-	-	-	-	-	-	-
Switzerland-----	-	-	-	3/ 51	3/ 2,112	3/ 41.41	3/ 51	3/ 2,112	3/ 41.41
Netherlands Antilles-----	900	2,086	2.32	-	-	-	900	2,086	2.32
Israel-----	-	-	-	333	5,835	17.52	333	5,835	17.52
Thailand-----	-	-	-	178	717	4.03	178	717	4.03
Argentina-----	-	-	-	21	500	23.81	21	500	23.81
Total-----	17,241,790	18,429,341	1.07	661,244	2,820,278	4.27	17,903,034	21,249,619	1.19

1/ For 1966, data on "quota-type" flatware include sets of "quota-type" flatware imported; for 1968 and January-September 1969, data on "quota-type" flatware include sets valued at not over \$3 per dozen, and data on "nonquota-type" flatware include sets valued at \$3 and over.

2/ For 1966, includes estimates for the value of quota-type flatware imported in sets. The value of such sets is not separately reported in official statistics.

3/ Data are in the process of being reviewed by the Bureau of the Census.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Table 15A.--Stainless-steel table flatware: U.S. imports for consumption,  
by type and kind, 1966 and 1968

Item	Quantity (1,000 dozen pieces)		Entered value (\$1,000)		Average unit value per dozen	
	1966	1968	1966	1968	1966	1968
Quota type:						
Knives-----	1,575	1,942	2,507	2,905	\$1.59	\$1.50
Forks-----	1,494	3,145	1,386	2,684	.93	.85
Spoons-----	2,665	5,302	2,129	4,192	.80	.79
Sets-----	2,760	3,543	2,818	4,890	<sup>1/</sup> 1.02	1.38
Total or average-----	8,494	13,932	8,840	14,670	1.04	1.05
Nonquota type:						
Knives-----	274	418	1,168	1,559	4.26	3.73
Forks-----	133	149	480	555	3.60	3.72
Spoons-----	284	309	753	985	2.65	3.19
Sets-----	<sup>2/</sup>	64	<sup>2/</sup>	372	<sup>2/</sup>	5.84
Total or average-----	691	940	2,401	3,471	3.47	3.69

<sup>1/</sup> Estimated by the U.S. Tariff Commission.

<sup>2/</sup> Data are not reported in official statistics.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 15B.--Stainless-steel table flatware: Imports for consumption by U.S. producers, 1964-68, January-September 1968, and January-September 1969

Year or period	U.S. producer-importers		Ratio to total imports based on--		
	Number	Imports		Quantity	Value
		Quantity	Value		
		<u>1,000 dozen pieces</u>	<u>1,000 dollars</u>	<u>Percent</u>	<u>Percent</u>
1964-----	6	736	<u>1/</u>	9	<u>1/</u>
1965-----	6	1,548	<u>1/</u>	17	<u>1/</u>
1966-----	6	1,884	2,165	20	19
1967 <u>2/</u> -----	7	2,936	3,143	<u>3/</u> 32	<u>1/</u>
1968 <u>2/</u> -----	10	4,786	5,058	32	17
January-September:					
1968 <u>2/</u> -----	9	3,344	3,494	32	27
1969 <u>2/</u> -----	10	5,921	6,227	33	29

1/ Not available.

2/ Excludes data for 4 producers who did not submit questionnaires.

3/ Approximate percentage.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 16.--Stainless-steel and other table flatware of nonprecious metals: Japanese export quotas and Japanese exports to the United States, 1958-69

Year	(In thousands of dozen pieces)									
	Flatware of stainless steel, with metal handles, not over 26 centimeters					Other flatware				
	Valued less than \$3 per dozen	Other	Quota	Exports	Quota	Exports	Quota	Exports	Quota	Exports
	Quota	Exports	Quota	Exports	Quota	Exports	Quota	Exports	Quota	Exports
1958-----	1/ 5,500	2/	1/	2/	-	2/	-	2/	5,500	4,599
1959-----	1/ 5,500	3/ 4,577	1/	3/	-	3/	-	1,394	5,500	5,971
1960-----	1/ 5,500	3/ 6,306	1/	3/	-	3/	-	2,996	5,500	9,302
1961-----	1/ 3,500	3/ 3,072	1/	3/	-	3/	-	2,357	3,500	5,429
1962-----	1/ 4,950	3/ 3,241	1/	332	-	332	-	2,832	4,950	6,405
1963-----	5,500	5,745	800	316	-	316	-	3,007	6,300	9,068
1964-----	5,500	6,212	800	450	4/ 300	450	4/ 300	4,294	6,600	5/ 10,956
1965-----	5,725	3/ 6,650	1,000	3/	-	3/	-	4,041	6,725	5/ 10,691
1966-----	7,046	3/ 6,187	1,000	3/	5,000	3/	5,000	4,032	13,046	5/ 10,219
1967-----	1/ 8,000	3/ 9,653	1/	3/	6/	3/	6/	6/	6/	6/
1968-----	1/12,000	3/12,963	1/	3/	6/	3/	6/	6/	6/	6/
1969-----	1/17,500	6/	1/	6/	6/	6/	6/	6/	6/	6/

1/ Quota not broken down by value; total shown in the first column.

2/ Exports not reported in indicated detail.

3/ Exports not broken down by value; total shown in the second column.

4/ Exceptional 1-time quota for flatware with part plastic handles in effect during January-April 1964.

5/ Excludes butter knives, ladles, handles, and parts for knives, forks, and spoons. In 1966, exports of quota-type butter knives to the United States totaled 72 thousand dozen (29,708 kilograms); of "butter knives, ladles, and similar kitchen or tableware and parts thereof, n.e.s.," 988,848 kilograms (not reported in dozens).

6/ Not available.

7/ January-April only.

Source: Quotas as announced by Japan Ministry of International Trade and Industry; exports as reported in official trade statistics of Japan.

Note.--Data for 1958-61 have been revised to include exports to Alaska and Hawaii.



Table 16A.--Stainless-steel table flatware: Japanese exports to all countries and to the United States, 1967-68, January-August 1968, and January-August 1969

(Quantity in thousands of dozen pieces)				
Year or period	Exports to	Exports to the		
		United States		
	all countries	Quantity	Ratio	
			(percent) to	
			total exports	
1967-----	24,448	9,653		39
1968-----	29,200	12,963		44
January-August:				
1968-----	17,198	5,136		30
1969-----	22,412	12,025		54

Source: Official trade statistics of Japan.

Table 17.--Stainless-steel table flatware: U.S. importers' sales of patterns arrayed by average value of sales per dozen pieces, 1964-66 <sup>1/</sup>

Year and average sales value per dozen pieces per pattern	Number reporting in value range	Ratio of the	Ratio of sales in	
		number of	value range to total	
		patterns in value range to total number of patterns	sales, based on <sup>2/</sup> --	
		Percent	Quantity Percent	Value Percent
1964:				
Less than \$2.00-----	9	25	50	27
\$2.00-\$2.99-----	11	24	28	24
\$3.00-\$4.99-----	11	21	11	13
\$5.00-\$6.99-----	6	15	8	19
\$7.00 and over-----	6	15	3	17
Total-----	23	100	100	100
1965:				
Less than \$2.00-----	12	27	51	27
\$2.00-\$2.99-----	13	33	31	28
\$3.00-\$4.99-----	9	13	6	8
\$5.00-\$6.99-----	8	13	9	22
\$7.00 and over-----	6	14	3	15
Total-----	26	100	100	100
1966:				
Less than \$2.00-----	12	26	53	28
\$2.00-\$2.99-----	13	27	26	22
\$3.00-\$4.99-----	10	19	8	12
\$5.00-\$6.99-----	7	15	10	23
\$7.00 and over-----	7	13	3	15
Total-----	26	100	100	100

<sup>1/</sup> The importers were instructed to calculate the average value of sales per dozen pieces for each pattern in each year and then group the patterns in the value ranges shown. Data contain some estimates for a few of the importers.

<sup>2/</sup> The reporting firms for which data are included in this table accounted for 51 percent of the total quantity imported in 1964, and for 59 percent in both 1965 and 1966. Analysis of the data shows that the imports for which no reports were received consisted predominantly of flatware with a unit value much lower than that of the flatware imported by the reporting firms. It is believed, therefore, that the ratios shown for the less-than-\$2.00 value range would be much higher, and for others much lower, if reports had been received from all importers. Sales by the importers that submitted reports amounted to 3.7 million dozen, valued at \$10.1 million, in 1964; 4.5 million dozen, valued at \$12.1 million, in 1965; and 4.9 million dozen, valued at \$13.0 million, in 1966.

Source: Compiled from data submitted to the Tariff Commission by U.S. importers of stainless-steel table flatware.

Note.--Any comparison of data in this table with those in table 7 should be made with the understanding that the qualities of flatware reflected roughly by the value ranges in this table do not necessarily correspond to those in table 7. See also note 2 above. Data subsequent to 1966 are not available.

Table 18.--Stainless-steel table flatware: Cost of U.S. imports for representative patterns by principal sources, 1966

Item of cost	All sources	Japan	Hong Kong	Taiwan	Korea	All other
Average cost per dozen pieces						
Net foreign value $\frac{1}{-}$	\$1.17	\$1.07	\$0.87	\$0.71	\$0.70	\$3.15
Cost of delivery $\frac{2}{-}$	.05	.04	.05	.04	.04	.16
Duty paid	.28	.27	.17	.17	.17	.65
Other charges $\frac{3}{-}$	.03	.02	.02	.02	.01	.09
Total, landed duty-paid cost	1.53	1.40	1.11	.94	.92	4.05
Costs as a percent of net foreign value						
Net foreign value $\frac{1}{-}$	100.0	100.0	100.0	100.0	100.0	100.0
Cost of delivery $\frac{2}{-}$	4.5	3.6	6.0	5.7	6.6	4.9
Duty paid	23.7	25.8	20.0	23.3	24.2	20.8
Other charges $\frac{3}{-}$	2.4	2.1	2.0	2.6	1.0	3.0
Total, landed duty-paid cost	130.6	131.5	128.0	131.6	131.8	128.7

<sup>1/</sup> Net value, f.o.b. country of origin, i.e. gross value less any allowances, discounts, rebates, etc., credited or paid to the U.S. importer by the foreign supplier.

<sup>2/</sup> Foreign handling charges, consular fees, commissions, and so forth, incident to placing the shipment on board the vessel in the foreign port, and freight and other transportation costs to the U.S. port of entry.

<sup>3/</sup> Includes all domestic direct expenses--wharfage, cartage, customs brokerage, and so forth--incident to delivery of the stainless-steel table flatware to the point from which shipment to the customer was made.

Source: Compiled from data submitted to the U.S. Tariff Commission by 30 U.S. importers of stainless-steel table flatware.

Note.--Data in this table are for patterns which accounted for the largest quantity imported from each source in 1966. The quantity in the sample was equal to about 26 percent of total imports by the importers. Data subsequent to 1966 are not available.

Table 19.--Stainless-steel table flatware: Indexes of U.S. importers' prices of their best selling patterns in 1964, 1964-67

(1964=100)								
Unit of sale, and number of patterns for which prices were reported	:	1964	:	1965	:	1966	:	1967
50-piece sets <u>1/</u> -----	:	100	:	99	:	98	:	98
Open stock:	:		:		:		:	
Teaspoons <u>2/</u> -----	:	100	:	104	:	110	:	111
Dinner forks <u>3/</u> -----	:	100	:	104	:	109	:	111
Dinner knives <u>4/</u> -----	:	100	:	107	:	114	:	118
Total (sets and open stock)-----	:	100	:	103	:	106	:	107
<hr/>								
<u>1/</u> 32 patterns.								
<u>2/</u> 16 patterns.								
<u>3/</u> 16 patterns.								
<u>4/</u> 17 patterns.								

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. importers of stainless-steel table flatware.

Note.--The indexes calculated from the importers' prices were derived from unweighted data. When the price data were weighted by the quantity of sales virtually similar results were obtained. Data subsequent to 1967 are not available.

Table 20.--Stainless-steel table flatware: Indexes of U.S. importers' prices of their best-selling patterns in 1964, arrayed in groups on the basis of the average value of 1964 sales per dozen pieces, 1964-67

(1964=100)						
Unit of sale and year	Average value of sales per dozen pieces in 1964					All patterns combined <sup>4/</sup>
	Less than \$2.00 <sup>1/</sup>	\$2.00- \$2.99 <sup>2/</sup>	\$3.00- \$4.99 <sup>2/</sup>	\$5.00- \$6.99 <sup>2/</sup>	\$7.00 and over <sup>3/</sup>	
50-piece sets:						
1964-----	100	100	100	100	100	100
1965-----	98	100	97	97	112	99
1966-----	94	100	94	98	118	98
1967-----	95	100	95	97	118	98
Open-stock:						
Teaspoons:						
1964-----	100	100	100	100	100	100
1965-----	107	100	100	102	109	104
1966-----	115	97	106	119	114	110
1967-----	115	97	106	119	117	111
Dinner forks:						
1964-----	100	100	100	100	100	100
1965-----	105	100	103	102	107	104
1966-----	111	99	124	108	111	109
1967-----	124	98	125	108	114	111
Dinner knives:						
1964-----	100	100	100	100	100	100
1965-----	138	99	102	103	107	107
1966-----	170	99	103	117	110	114
1967-----	190	99	112	117	110	118
Total (sets and open stock):						
1964-----	100	100	100	100	100	100
1965-----	105	100	99	101	108	103
1966-----	109	99	101	109	113	106
1967-----	114	99	103	109	115	107
<sup>1/</sup> 9 patterns. <sup>2/</sup> 6 patterns. <sup>3/</sup> 5 patterns. <sup>4/</sup> 38 patterns.						

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. importers of stainless-steel table flatware.

Note.--Any comparison of data in this table with those in table 24 should be made with the understanding that the qualities of flatware reflected roughly by the value ranges in this table do not necessarily correspond to those in table 24. Data subsequent to 1967 are not available.

Table 21.--Stainless-steel table flatware: Indexes of U.S. importers' prices of their best-selling patterns in 1964, by source of imports, 1964-67

(1964=100)				
Unit of sale, and total number of patterns for which prices were reported	Indexes of importers' prices importing from--			Total, all sources
	Japan only	Japan and other Far Eastern sources	Europe	
50-piece sets, 32 patterns: <u>1/</u>				
1964-----	100	100	100	100
1965-----	96	99	112	99
1966-----	93	98	118	98
1967-----	96	96	118	98
Open-stock:				
Teaspoons, 16 patterns: <u>2/</u>				
1964-----	100	100	100	100
1965-----	103	100	106	104
1966-----	111	96	116	110
1967-----	111	96	118	111
Dinner forks, 16 patterns: <u>2/</u>				
1964-----	100	100	100	100
1965-----	104	100	105	104
1966-----	118	98	110	109
1967-----	125	97	111	111
Dinner knives, 17 patterns: <u>3/</u>				
1964-----	100	100	100	100
1965-----	120	99	106	107
1966-----	139	97	113	114
1967-----	154	97	113	118
Total, 38 patterns: <u>4/</u>				
1964-----	100	100	100	100
1965-----	103	99	106	103
1966-----	109	97	113	106
1967-----	115	97	115	107

1/ Japan only, 10 patterns; Japan and other Far East sources, 19 patterns.

2/ Japan only, 4 patterns; Japan and other Far East sources, 4 patterns; Europe, 8 patterns.

3/ Japan only, 4 patterns; Japan and other Far East sources, 5 patterns; Europe, 8 patterns.

4/ Japan only, 10 patterns; Japan and other Far East sources, 20 patterns; Europe, 8 patterns.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. importers of stainless-steel table flatware. Data subsequent to 1967 are not available.

Table 22.--Stainless-steel table flatware: Percentage distribution of U.S. producers' and importers' sales (based on value), by type of sales outlets, 1956, 1966-68, January-September 1968, and January-September 1969 <sup>1/</sup>

Sales outlet	Producers' sales					Importers' sales	
	1956	1966	1967 <sup>2/</sup>	1968 <sup>2/</sup>	January-September 1968 <sup>2/</sup>	1956	1966 <sup>3/</sup>
Wholesalers and jobbers-----	33.8	30.9	30.0	34.4	34.3	20.4	12.2
Department stores, chain stores, and similar outlets-----	27.4	21.2	24.8	26.9	26.7	53.3	54.9
Jewelry stores, hardware stores, independent drug stores and similar outlets-----	8.3	3.5	3.4	4.1	4.1	8.2	8.6
Premium ware sales-----	12.0	20.7	22.1	17.7	18.0	8.1	12.5
Commercial users (hotels, restaurants, etc.)-----	10.7	13.7	11.7	12.7	12.8	13.9	1.0
Manufacturers of flatware-----	3.6	2.2	.3	.3	.3	.2	.2
Federal, state and local governments-----	2.7	6.9	7.3	3.4	3.4	1.8	.1
Retail sales-----	-	.1	4/	4/	5/	5/	6.9
Other-----	1.5	.8	.4	.5	.4	1.7	4/
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0

<sup>1/</sup> Data for importers are not available subsequent to 1966.

<sup>2/</sup> Excludes data for 4 producers who did not submit a questionnaire.

<sup>3/</sup> Based on data from importers that accounted for 63 percent of total imports in 1966.

<sup>4/</sup> Less than 0.05 percent.

<sup>5/</sup> Withheld to avoid disclosing figures for individual companies.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers and importers of stainless-steel table flatware.

Table 22A.--Stainless-steel table flatware: Distribution of U.S. producers' sales by types of sales outlets, 1966-68, January-September 1968, and January-September 1969

(1,000 dollars)					
Sales outlet	1966	1/ 1967	1/ 1968	January-September	
				1/ 1968	1/ 1969
Wholesalers and jobbers-----	21,481	21,808	24,380	17,207	16,484
Department stores, chain					
stores, and similar outlets--	14,633	18,027	19,000	13,388	12,137
Jewelry stores, hardware					
stores, independent drug					
stores and similar outlets--	2,404	2,503	2,917	2,045	2,262
Premium ware sales-----	14,322	16,110	12,503	9,047	10,156
Commercial users (hotels,					
restaurants, etc.)-----	9,459	8,537	9,014	6,432	6,834
Manufacturers of flatware-----	1,512	229	229	180	90
Federal, state, and local					
governments-----	4,781	5,298	2,425	1,689	881
Retail sales-----	61	8	8	2/	2/
Other-----	532	319	365	225	245
Total 3/-----	69,186	72,839	70,841	2/	2/

1/ Excludes data for 4 producers who did not submit questionnaires.

2/ Withheld to avoid disclosing figures for individual companies.

3/ Sales data in this table correspond roughly with that given in earlier tables, but differ somewhat in that some material imported by some U.S. producers is mixed in with sales of domestic merchandise, and could not be segregated by the manufacturers for this tabulation

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.



Table 23.--Stainless-steel table flatware: Indexes of U.S. producers prices of their best-selling patterns in 1964, 1963-69

(1964=100)								
Unit of sale, for which prices were reported	:	:	:	:	:	:	:	:
	1963	1964	1965	1966	1967	1968	1969	
50-piece sets <u>1</u> /-----	99	100	100	100	102	107	109	
Open-stock:								
Teaspoons <u>2</u> /-----	100	100	100	101	103	108	114	
Dinner forks <u>2</u> /----	100	100	101	101	103	108	112	
Dinner knives <u>3</u> /---	99	100	101	102	104	104	109	
Total (sets and open- stock)-----	100	100	100	101	103	107	111	
<u>1</u> / 28 patterns for 1963-67; 19 patterns for 1968 and 1969.								
<u>2</u> / 36 patterns for 1963-67; 23 patterns for 1968 and 1969.								
<u>3</u> / 34 patterns for 1963-67; 21 patterns for 1968 and 1969.								

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Note.--The indexes calculated from the producers' prices were derived from unweighted data. When the price data were weighted by the quantity of sales virtually similar results were obtained. As indicated, the indexes for 1968 and 1969 were derived from fewer patterns than for prior years; it is estimated that price data on the patterns omitted did not materially affect the indexes.

Table 24.--Stainless-steel table flatware: Indexes of U.S. producers' prices of their best-selling patterns in 1964, arrayed in groups on the basis of the average value of 1964 sales per dozen pieces, 1963-69

(1964=100)							
Unit of sale and year	Average value of sales per dozen pieces in 1964					All patterns combined	
	Less than \$2.00	\$2.00- 2.99	\$3.00- 4.99	\$5.00- 6.99	\$7.00 and over		
50-piece sets:							
1963-----	100	100	99	100	96		99
1964-----	100	100	100	100	100		100
1965-----	101	100	97	100	100		100
1966-----	101	100	98	100	102		100
1967-----	104	100	98	105	107		102
1968-----	107	102	107	115	110		107
1969-----	110	99	109	118	118		109
Open-stock:							
Teaspoons:							
1963-----	100	100	100	100	95		100
1964-----	100	100	100	100	100		100
1965-----	100	100	100	100	100		100
1966-----	101	100	101	100	102		101
1967-----	104	101	101	104	102		103
1968-----	108	101	118	113	105		108
1969-----	114	106	124	115	111		114
Dinner forks:							
1963-----	100	100	100	100	98		100
1964-----	100	100	100	100	100		100
1965-----	102	100	100	100	100		101
1966-----	103	100	101	100	102		101
1967-----	105	100	101	104	105		103
1968-----	108	100	111	115	109		108
1969-----	113	99	116	118	120		112
Dinner knives:							
1963-----	100	100	98	100	98		99
1964-----	100	100	100	100	100		100
1965-----	101	100	100	100	100		101
1966-----	103	101	102	100	102		102
1967-----	107	103	102	102	107		104
1968-----	107	101	103	106	102		104
1969-----	117	103	103	108	116		109
Total (sets and open stock):							
1963-----	100	100	99	100	97		100
1964-----	100	100	100	100	100		100
1965-----	101	100	99	100	100		100
1966-----	102	100	101	100	102		101
1967-----	105	101	101	104	105		103
1968-----	107	101	110	112	106		107
1969-----	114	102	113	115	116		111

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Note.--The indexes calculated from the producers' prices were derived from unweighted data. When price data were weighted by the quantity of sales, virtually similar results were obtained. Indexes for 1968 and 1969 were derived from fewer patterns than for prior years; it is estimated that price data on the patterns omitted did not materially affect the indexes.

Table 25.--Net profit-and-loss data on stainless-steel table flatware for U.S. manufacturers, 1959-69

Item	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969 <sup>1/</sup>
Number of reporting manufacturers included-----	14	14	14	14	14	13	13	13	12	12	10
Percent of U.S. producers' total sales of stainless-steel table flatware accounted for by the reporting manufacturers-----	97	96	96	97	97	90	94	92	2/	2/	2/
Ratio of the reporting producers' sales of stainless-steel table flatware to their sales of all products made in the same establishments-----Percent--	27	27	29	30	33	38	35	35	38	35	32
Net sales of stainless-steel table flatware-----1,000 dollars---	37,866	37,155	39,676	42,548	47,430	54,717	59,709	64,777	71,482	69,240	31,729
Net operating profit or (loss) before income taxes											
1,000 dollars---	1,281	1,241	1,094	1,844	2,179	5,059	5,409	5,463	7,641	5,799	1,408
Ratio of net operating profit or (loss) to net sales-----Percent--	3.4	3.3	2.8	4.3	4.6	9.2	9.1	8.4	10.7	8.4	4.4
Number of manufacturers reporting loss-----	2	3	5	5	5	3	4	2	2	6	5

<sup>1/</sup> Data for 1969 reported herein represent operations for only part of the year, i.e., they include data for the full accounting year ending early in 1969 for one producer, and data for 6-month accounting periods for all other producers. Inasmuch as producers' sales, and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year. In the period 1962-67, U.S. producers' sales of stainless-steel table flatware in the second half of the year have averaged 5.7 percent higher in terms of quantity, and 9.7 percent higher in terms of value, than sales in the first half of the year.

<sup>2/</sup> Not available. Reporting producers are known to have accounted for at least 90 percent of total U.S. sales of stainless-steel table flatware in 1967-69.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 25A.--Relationship of profit-and-loss experience on stainless-steel table flatware to profits on all products for U.S. manufacturers of stainless-steel table flatware, 1959-69

Item	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969 <sup>1/</sup>
Total, all establishments:											
Number-----	16	17	17	17	17	17	17	17	15	15	<u>2/</u> 11
Sales-----millions of dollars--	144.9	139.9	141.1	142.1	145.1	155.4	178.6	195.1	193.8	202.5	100.1
Establishments reporting profit data for stainless-steel flatware operations:											
Number-----	14	14	14	14	14	13	13	13	12	12	<u>3/</u> 10
Sales:											
Total, all products-----millions of dollars--	142.3	137.3	138.7	139.4	142.2	145.1	169.8	183.4	188.4	197.6	95.0
Stainless-steel flatware-----do-----	37.9	37.2	39.7	42.5	47.4	54.7	59.7	64.8	71.5	69.2	31.7
Ratio of profits to sales:											
Total, all products-----percent--	7.2	5.5	5.8	6.4	6.9	9.6	11.4	11.4	11.8	11.4	10.2
Stainless-steel flatware-----do-----	3.4	3.3	2.8	4.3	4.6	9.2	9.1	8.4	10.7	8.4	4.4
Ratio of sales of stainless-steel flatware to total sales-----percent--	26.6	27.1	28.6	30.5	33.4	37.7	35.2	35.3	37.9	35.0	33.4
Ratio of profits from stainless-steel flatware to profits on all products-----percent--	12.4	16.4	13.5	20.7	22.1	36.5	28.0	26.1	34.3	25.7	14.5

<sup>1/</sup> Data for 1969 reported herein represent operations for only part of the year, i.e., they include data for the full accounting year ending early in 1969 for one producer, and data for 6-month accounting periods for all other producers. Inasmuch as producers' sales, and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year. In the period 1962-67, U.S. producers' sales of stainless-steel table flatware in the second half of the year have averaged 5.7 percent higher in terms of quantity, and 9.7 percent higher in terms of value, than sales in the first half of the year.

<sup>2/</sup> With the exception of 2 producers, data are for six-month accounting periods.

<sup>3/</sup> With the exception of 1 producer, data are for six-month accounting periods.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 25B.--Stainless-steel table flatware: Ratios of aggregate net operating profit or loss to aggregate net sales on stainless-steel flatware operations, by type of producers, 1959-69

Year	Ratio (percent) of aggregate net operating profit or (loss) to aggregate net sales on stainless-steel table flatware operations for--		
	All Establishments	Establishments that produced predominantly stainless-steel table flatware <u>1/</u>	Establishments that produced other products in substantial volume <u>2/</u>
1959-----	3.4	4.1	3.3
1960-----	3.3	5.1	3.0
1961-----	2.8	2.9	2.7
1962-----	4.3	2.0	4.6
1963-----	4.6	1.3	4.9
1964-----	9.2	2.9	10.3
1965-----	9.1	2.3	10.1
1966-----	8.4	3.3	9.2
1967-----	10.7	2.0	11.8
1968-----	8.4	(4.0)	9.8
1969 <u>3/</u> -----	4.4	(3.6)	5.4

1/ Data are for 7 manufacturers for 1959-66, 6 manufacturers for 1967-68, and 4 manufacturers for 1969.

2/ Data are for 7 manufacturers for 1959-63, and 6 manufacturers for 1964-69.

3/ Data for 1969 reported herein represent operations for only part of the year, i.e., they include data for the full accounting year ending early in 1969 for one producer, and data for 6-month accounting periods for all other producers. Inasmuch as producers' sales, and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year. In the period 1962-67, U.S. producers' sales of stainless-steel table flatware in the second half of the year have averaged 5.7 percent higher in terms of quantity, and 9.7 percent higher in terms of value, than sales in the first half of the year.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 27.--Stainless-steel table flatware: Aggregate profit-and-loss data for U.S. manufacturers (expressed in percentages) for their stainless-steel table flatware operations, 1959-69 <sup>1/</sup>

Item	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969 <sup>2/</sup>
	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
Net sales-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Cost of goods sold:											
Raw materials-----	28.5	28.2	27.8	26.2	26.0	20.8	21.5	21.2	21.9	21.3	21.7
Other materials-----	6.2	5.5	4.5	4.6	4.6	4.3	4.5	4.7	3/	3/	3/
Direct labor-----	15.3	15.1	14.9	15.8	15.2	14.5	14.7	15.0	13.9	11.6	12.9
Indirect labor-----	15.3	15.6	14.9	12.8	13.3	12.6	12.6	12.9	3/	3/	3/
Depreciation-----	2.5	2.3	2.3	2.3	2.0	2.0	1.8	1.9	3/	3/	3/
Payments to contractors-----	-	-	-	-	-	-	-	0.1	3/	3/	3/
Other factory costs-----	13.1	15.3	13.7	14.9	16.3	19.7	18.7	19.7	34.5	34.8	34.4
Inventory changes <sup>4/</sup> -----	-	(1.5)	(0.2)	(1.0)	(1.0)	(1.1)	(0.9)	(1.9)	3/	3/	3/
Goods purchased for resale-----	1.4	1.5	1.8	1.9	2.2	2.1	1.9	1.5	1.4	2.2	3.9
Cost of goods sold-----	82.3	82.0	79.7	77.5	78.0	74.9	74.8	75.1	71.7	69.9	72.9
Gross profit-----	17.7	18.0	20.3	22.5	21.4	25.1	25.2	24.9	28.3	30.1	27.1
Administrative and selling expenses:											
Officers' salaries-----	0.8	0.7	0.7	0.7	0.7	0.6	0.5	0.5	5/	5/	5/
Other administrative expenses-----	4.0	3.7	4.0	4.1	3.6	3.1	2.8	2.9	5/	5/	5/
Selling expenses-----	9.6	10.5	12.3	12.4	11.9	11.5	12.1	12.2	5/	5/	5/
Research and development-----	-	-	0.1	0.1	-	0.1	0.1	0.1	5/	5/	5/
Total selling and administrative expenses-----	14.4	14.9	17.1	17.3	16.2	15.3	15.5	15.7	16.6	21.1	23.1
Net operating profit-----	3.3	3.1	3.2	5.2	5.2	9.8	9.7	9.2	11.7	9.0	4.0

<sup>1/</sup> Data are for eight manufacturers for 1959-66, two of the eight manufacturers did not submit usable data for 1967-68, and three of the eight manufacturers did not submit such data for 1969.

<sup>2/</sup> Data for 1969 reported herein represent operations for only part of the year, i.e., they include data for the full accounting year ending in 1969 for one producer, and data for 6-month accounting periods for all other producers. Inasmuch as producers' sales, and perhaps profits, are generally higher in the last half of a calendar year than in the first half, the data reported herein for 1969 may not be representative of the full year. In the period 1962-67, U.S. producers' sales of stainless-steel table flatware in the second half of the year have averaged 5.7 percent higher in terms of quantity, and 9.7 percent higher in terms of value, than sales in the first half of the year.

<sup>3/</sup> Included in other factory costs.

<sup>4/</sup> Goods in process and finished goods inventories.

<sup>5/</sup> Detail not available.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

Table 28.--Stainless-steel table flatware: Capital expenditures by U.S. producers for domestic production facilities used primarily in the manufacture of stainless-steel table flatware, 1960-1968, January-September 1968, and January-September 1969

(In thousands of dollars)					
Year	Land and land im- provements	Buildings and lease-hold improvements	Machinery, equipment, and fixtures	Totals	
1960-----	3	57	380	440	
1961-----	-	282	660	942	
1962-----	-	326	<u>1/</u> 1,751	<u>1/</u> 2,077	
1963-----	2	30	1,029	1,061	
1964-----	15	145	1,132	1,292	
1965-----	216	586	1,141	1,943	
1966-----	653	826	1,830	3,309	
1967 <u>2/</u> -----	<u>3/</u>	137	1,450	<u>3/</u>	
1968 <u>2/</u> -----	<u>3/</u>	<u>3/</u>	3,268	<u>3/</u>	
Jan.-Sept.:					
1968 <u>2/</u> -----	<u>3/</u>	<u>3/</u>	2,266	<u>3/</u>	
1969 <u>2/</u> -----	160	<u>3/</u>	1,018	<u>3/</u>	
Total, Jan.					
1960-Sept.					
1969-----	<u>3/</u>	<u>3/</u>	13,659	<u>3/</u>	

1/ Includes the purchase of existing machinery and equipment of one company by another company, which did not report separately its purchases of new and used machinery and equipment.

2/ Excludes data for 4 producers who did not submit questionnaires.

3/ Withheld to avoid disclosing figures for individual companies.

Source: Compiled from data submitted to the U.S. Tariff Commission by U.S. producers of stainless-steel table flatware.

